

Albany Youth Corps  
graduates its latest class:  
See page A2



5 candidates in special election to  
fill vacant state senate seat:  
See page A3

Be sure to vote on  
Tuesday



# The Journal

of Albany El Cerrito and Kensington

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August 27, 1998

A1

## C mainstay Elmer Freethy dies at 93

Journal staff  
Elmer Freethy, a man who simplified the rewards of hard work and was an important figure during El Cerrito's formative years, died Monday in Orinda at age 93.  
Friends are invited to funeral services tomorrow at 10:30 a.m. at the Civic Center Chapel of Son & Kratzer Mortuaries, 1000 Street at Barre Avenue, Richmond. A visitation will be held today at the mortuary from 10 a.m. to 8 p.m.  
As a contractor and architect, Freethy and his firm constructed branches of Mechanics Bank, the Richmond City Hall, the Richmond Hall of Records and Justice, and El Cerrito High School. Freethy also designed and led construction of waterworks, dams, reservoirs, and waste water plants from Crescent City to Santa Barbara.  
He is also credited with leading the bond campaign that resulted in the construction of the El Cerrito Community Center and new parks, and with playing an instrumental part in getting street lights installed on San Pablo Avenue. He has also been widely recognized as a generous contributor to a long list of charitable organizations that have benefited children, young people and senior citizens in the community.  
Freethy's left his influence on many buildings in this community," said a colleague in the business community. "He was everything as far as support-causes financially. And he never asked for any recognition."  
In 1995 Elmer Freethy was posthumously awarded a place on El Cerrito's Wall of Fame by the City Council.  
Elmer John Freethy was born in 1905 in Mt. Bullion, a little way outside of Yosemite. His father, John, was an English tin miner who, as a teenager, had moved away on a New York-ship. Once he arrived there, city members already living in U.S. sent him the money he needed to travel across the country and find work as a miner.  
See FREETHY on page A14

## Circus coming to town



Archie the Clown (Robert Bruce, Australia's 'king of comedy'), left, will be your host at 11 days of performances of Circus Chimera, which sets up its big top in the El Cerrito Plaza parking lot tomorrow for 11 days of performances. See Arts & Letters on page B1 for all the details.

## Committee eyes Memorial Park improvements

Residents' ideas are being sought by the citizens committee.

By JAMES CARTER  
Staff writer  
ALBANY—The Memorial Park Improvement Committee, a citizens group formed by volunteers, has met several times this summer and hopes to solicit input from members of the community as to future projects at the park.  
The group, organized in its current form in October as a sub-committee of the Department of Parks and Recreation, is charged with gathering input and making suggestions for improvements of Memorial Park that eventually will be considered by the City Council. A report on short range projects that seem "attractive" gleaned from the sub committee will be presented by the council October 1, while a "long

range" plan will be proposed in November.  
According to the current committee chairman David Krone, over a five-year period there should be \$170,000 available for projects at the park — funds collected from a "landscape and lighting" fund derived from local property taxes.  
Three public meetings of the park improvement group have been held since July 3. Residents and committee members have discussed such varied topics as replacing dilapidated signs, improving the collection of trash, building an amphitheater, regulating use of the picnic area and creating more open space.  
Currently members of the sub-committee include Krone, Sandra Bender, Dario Meniketti, Sheri Novaks, Brad Ricardis and Sarah Robinson.  
According to Krone, the two major areas of focus for the sub-committee are: 1) aesthetic (which includes general

upkeep of the park, improvement of facilities and issues of trash collection, graffiti control) and 2) grass and open space, including "how we can enhance what we already have."  
Yet the subcommittee has discussed everything from the "containment" of Albany High School students to relocating tennis courts, changing the layout of the playing fields and eliminating a telephone at the snack shop due to concerns about young people "hanging out, using alcohol," and "selling drugs."  
All Albany residents are encouraged to submit ideas and suggestions in writing to the sub-committee.  
The next public meeting is scheduled to be held at the Memorial Park Childcare Building September 3, from 7 to 9 p.m.  
For those who have access to the world wide web, there is a website located at: members.aol.com/davidkrone/mempark/index.htm.

## Merchants vent frustrations over EC Plaza

By J.R. DEATON  
Staff writer  
EL CERRITO—At a meeting of Plaza merchants last week, the frustration of months, even years, of declining profits, slow business, stalled redevelopment and a deteriorating Plaza, came to the fore as several merchants voiced their anger at city officials and the long and seemingly endless process of Plaza revitalization.  
At one point, Kent Smith, of Betty's Hallmark store at the Plaza, said to El Cerrito Mayor Jane Bartke and Redevelopment Agency Chair Mark Friedman, who attended the meeting: "Why are you here tonight?" Smith said he has a "very basic understanding of private property," and asked why the city is not letting the owners of the Plaza develop their property as they see fit. "When are you going to untie Mr. Bilak's hands?" Smith asked, referring to Dorian Bilak, Vice President of the El Cerrito Plaza Company, one of the owner/developers of the Plaza who also attended last week's meeting.  
Not including city officials and members of the development team, about 22 were at the merchants' meeting. Most who spoke up seemed to think that it was time to let the current development team — the El Cerrito Plaza Co. And American Stores Properties Inc., the corporate parent of Lucky grocery stores — get on with their plans. The Plaza Co./American Stores development team has proposed what they call a "contemporary retail" design for the Plaza that includes a 68,000-square-foot combination Lucky grocery store and drug store, several mid-size retail stores and new landscaping and lighting. But the plan does not include a large department store that many in the community desire. At the last City Council/Redevelopment Agency meeting, the Agency issued a new

See FRUSTRATION on page A14

## Merger won't change Lucky's Plaza intentions

EL CERRITO — Redevelopment efforts for the El Cerrito Plaza will continue according to plan, despite the Aug. 6 Lucky-Albertson's merger.  
The \$11 billion transaction, expected to be finalized in early 1999, may result in closures of some Bay Area stores of American Stores Co., the parent company of Lucky, in order to meet Federal Trade Commission regulations.  
For now, Lucky in El Cerrito Plaza will remain open and the expanded 68,000-square-foot Lucky/Savon store planned for the redesigned El Cerrito plaza will not be affected by the merger, according to city officials.  
—Suzanne Baker

## Teacher turns tables on attacker

Woman who refused to be a victim is honored as a hero.

By J.R. DEATON  
Staff writer  
EL CERRITO — Attention all teens, yahoos, hooligans and no-nonsense: Don't mess with Bernice Thompkins. When it comes to Thompkins and her posse of citizen volunteers — you can run, but you cannot hide.  
When a man tried to rob Thompkins of her purse and threatened to cut her with a knife if she yelled or resisted, she didn't blink — she reacted. "Give me

your purse and don't scream or I'll cut you," Thompkins later said the man told her.  
The Contra Costa County court record, in simple yet chilling language, describes what Thompkins faced: "The defendant — did willfully and unlawfully commit an assault with a double edge knife, a deadly weapon, upon the person of Bernice Thompkins." The report goes on to note: "Also recovered and positively identified by the victim was the eight inch double edge dagger used to rob and cut the victim."  
At about 4 p.m. on June 22, Thompkins had just bought groceries at the Lucky store at 10700

San Pablo Ave. She was loading them into her car when the man approached her from behind and demanded her purse.  
"There I am coming home from work," said the 57-year-old high school teacher. "The purse isn't worth anything, but it's the principle — you go to defend yourself." And defend herself she did.  
She said that almost without thinking she pushed her shopping cart at the man and started yelling for help. The suspect pushed Thompkins back onto the ground and then grabbed her purse and ran. Thompkins sustained a cut to her forehead, either by the fall or the assailant's

knife. The thief then fled east toward the BART tracks with Thompkins' purse and pride.  
"I ran behind him yelling 'he stole my purse — he stole my purse,'" Thompkins said later. According to reports, two other shoppers, including James Brooks, saw what was happening and also gave chase. A third person ran to a phone to call the police.  
They chased the suspect along the Ohlone Greenway, but then lost him at a nearby apartment complex. According to the report police believe he was trying to make an escape to the BART station.  
See HERO on page A14



Bernice Thompkins receives a commendation from Mayor Jane Bartke at a presentation before the El Cerrito City Council last month.

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### Worth Checking Out

**Corpus memorial celebration**  
Albany Middle School teachers and staff will hold a memorial celebration in honor of Teresa Cord, principal of Albany Middle School, who passed away on Aug. 12. The service will be held at the Albany Middle School gym from 5 p.m. to 7 p.m. Friday, Sept. 4. Albany Middle School PTA will provide finger food. Parents, students, co-workers, friends and members of the community are invited to attend.  
**Adult education**  
Register now for all Albany Adult Education fall courses at the school office, 655 Key Route Blvd. Day

office hours are 8 a.m. - 4 p.m. Several classes have limited enrollment, so register early. ESL classes start the week of Sept. 7. All other classes begin the week of Sept. 14. Details: 559-6580.  
**Creek mini-park**  
Join Friends of Five Creeks, Saturday, Aug. 29 from 10 a.m. to 2 p.m. in removing ivy from Codornices Creek to create a new mini-park. Meet where the creek passes beneath the BART tracks on Masonic Avenue between Santa Fe Avenue and Dartmouth Avenue. Bring a bag lunch, gloves, and tools for removing ivy. Details: 848-9358.  
**Soroptimist meeting**  
Soroptimist International of El Cerrito invites interested persons to its luncheon on Sept. 15 at the

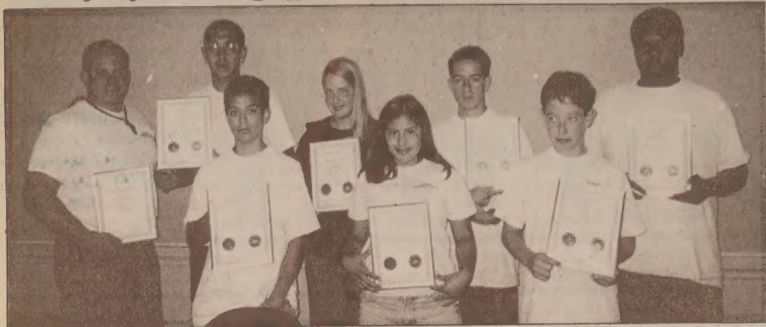
Mira Vista Country Club, when Norma Hotelling, executive director of Standing Against Global Exploitation tells her personal story as a former homeless prostitute, recovered heroin addict and founder of the SAGE Project. Details, reservations: 234-7808.  
**AUSD 'Wednesday schedule'**  
Albany Unified School District students in grades 1 through 5 will be on a "Wednesday schedule" from Sept. 8 through 18. Students in grades one through three will be released at 1:45 p.m.; students in grades four and five will be released at 1:40 p.m.  
**Sustainable EC picnic**  
Join Sustainable El Cerrito for its annual picnic on the Ohlone Greenway (at the Richard I. Itaya Plaza near Manila) on Saturday at noon. This is a great

opportunity to continue the conversation about El Cerrito's future in an informal setting. Meet others interested in working together to improve economic, social, and environmental conditions in El Cerrito. All are welcome.  
Bring food and drink to share, and your own plates, utensils, and chairs. Details: Lori Dair, 232-6466.  
**Kensington Park Sale**  
On Saturday from 9 a.m. to 3 p.m. a huge all-community yard sale will take place in Kensington Park to raise funds for the park. Committee members have collected donations from Kensington residents all summer in preparation for this event and will offer an excellent array of goods, old treasures from Grandma's attic and brand new still-in-the-box items.

At 2 p.m. everything will be reduced to half price. Details: 527-2937 or 526-9855.  
**Pediatric CPR**  
Airway obstructions contribute to thousands of childhood deaths each year. Learn to deal with this and other emergencies by becoming trained in CPR at an Albany Fire Department class on Aug. 29 from 9 a.m. to 1 p.m. The cost is \$20 and class size is limited to 16. Details: 528-5771, ext. 433. The class is at the fire house, 1000 San Pablo Ave.  
**Class of '88 reunion**  
Albany High-Class of 1988 is planning a reunion and classmates are sought. Send names, addresses and phone numbers of class members to tknetel@aol.com or call 233-6971.



# City, young people both benefit from Albany Youth Corps



James Carter

Albany Youth Corps participants graduated at City Hall ceremonies last Friday.

By JAMES CARTER  
Staff writer

ALBANY — Members of The Albany Youth Corps received certificates acknowledging their hard work and contributions to the community during a graduation ceremony and pizza party held at City Hall Aug. 21. Altogether 16 AHS students spent five weeks of their summer with the corps clearing weeds and brush, planting flowers, maintaining hiking trails and spreading mulch.

Praising the efforts of the corps, Daren Fields, Albany City Administrator said "They've done an outstanding job, and we especially appreciate their efforts on Albany Hill in clearing and main-

taining the trails."

This year the Youth Corps, which began last summer, included two five weeks sessions involving eight high school students in each section — double the number last year. Participants began work at 8 a.m. sharp Monday through Thursday. On Fridays, they participated in an educational program that included a session on how to apply for a job, a study of creeks that flow through town, a presentation by Police Chief Larry Murdo, and a tour of the fire house.

Funded by the city in conjunction with the Albany Unified School District, California Conservation Corps and UC Berkeley, students were paid \$5.75 an

hour for their labor and earned five units of elective credit at AHS for attending the educational programs.

"I think it's really important that we all join our efforts and resources together to provide jobs for youth in the City of Albany," said Dara Birnbaum, Director of Youth Services at University Village. "I really hope to see it expand from here. It's been going great so far."

Mark Souza, the on-site supervisor for the second section of the program, agreed. "I really saw a work ethic evolve among the kids that you don't find in young people nowadays," he said. "When they first came they were a little unsure of themselves. They each

got to know one another and developed the ability to express themselves and it really showed up in their work. They did a great job."

David Hernandez, a sophomore at AHS, said he "learned a lot" from the educational sessions, including one where students were taught how to apply for a job and went through a mock interview session that was videotaped and played back to them. "They asked us questions like 'where did you go to school,' and 'what kind of work experience do you have for that kind of job?' Then we looked at the tapes to see if we had made mistakes. I noticed that I was really nervous and grabbed my hand a lot. I'll do better next time," he said.

The AHS sophomore added that he enjoyed two educational sections and a tour of Albany's creeks. "Now I look at the creeks and see they're all like messed up," Hernandez said. "Like a year ago, I'd pass by them and throw things into them like paper and stuff, and I didn't really care. Now after I learned about the creeks I don't want anything to happen to them. And I have more pride in my community."

"Everyone in the village and city is just so happy," Birnbaum said. "I feel (the corps) is helping kids to take pride in their community because they're doing planning and beautification projects." She suggested that young people who have a "vested interest and actually do work for their community" are "a lot happier, they're not bored, and they take better care of their community. And they get paid."

A walk down the Waterfront trail is proof of the students' hard

work. Areas that were covered in weeds and overgrowth have been cleared, allowing an open view of Codornices Creek as it drains into the mud flats north of Golden Gate Fields. There residents out for a walk can gaze out into the marshland and watch egrets and ducks and geese as they pose in the sun and forage for food. Student workers also cleared

and brush from along the edge of the Ohlone Greenway, kept on the trails on Albany Hill, spread mulch and assisted with the planting of flowers in the city. "made many significant contributions" toward the beautification of the city.

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## Building the base for school, parent, and community partnership

Proposal for further development, strengthening of WCCUSD Site Councils

Increased parent and community involvement in our schools will lead to improved educational performance by students. The good news here is that the resources we need to succeed are at hand — if we can mobilize them. But while the vision of schools organically tied to and supported by the community is certainly an achievable one, let's not underestimate the obstacles in front of us.

The truth is that building a strong base of parent and community support for all of our schools is a big job — one that will require a substantial shift in the cultural values held by our school district and the adoption of new

ways of doing business. It also means parents and community members will have to step up in ways they haven't before to make the time to get involved on an unprecedented scale — in spite of the hurdles sometimes thrown in our path.

As a member of the WCCUSD board, I will be introducing a proposal at our meeting on Wednesday, Sept. 2 to concentrate efforts in the 1998-99 school year on the further development of school site councils.

This is not a proposal for a starting point because this process has already been started — a new generation of parent and

See WATCH on page A14



West County  
School Watch

By Glen Price

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# Five candidates seek senate seat in Sept. 1 special election

By JEFF SHUTTLEWORTH  
Bay City News

years. Dellums left the office in February.

Lee's term does not expire until the end of the year 2000.

Perata, who served on the Alameda County Board of Supervisors for eight years before getting elected to the state Legislature and becoming chairman of the Assembly Rules Committee, said in a phone interview this week, "I'll put my record against anybody's."

"Voters should look at my record of getting things done," he said.

He said he wants to move from the Assembly to the Senate because at the upper chamber "there's greater influence and power-making and I can spend more time working on issues that matter."

Aroner, who served as a top aide to former Assemblyman Tom Bates for 20 years before getting elected in 1996, said, "My almost 22 years of legislative experience has paid off in deliverables for my district,"

especially in the areas of education and welfare.

She said one of the reasons she should be elected is that she's a woman, as there are no women state senators from Northern California and only six women in the entire 40-member state Senate.

Carson stresses a holistic approach to education in which child care, day care, nutrition and after-school activities would be included. He said one of the reasons he should be elected is that he is black because "in Northern California there is no African-American presence in the Senate or the Assembly."

He said the Ninth District "is one of the few districts Democrats carved up for some inclusion" for minorities in redistricting.

Both Aroner and Carson slam Perata for being in the forefront of the effort that brought the Raiders football team back to Oakland, a deal which has gone sour and is now projected to cost taxpayers at

least \$21 million.

Perata said, "I left office, I didn't vote on it, I didn't shape the deal."

Although Perata did in fact leave the Board of Supervisors before the deal was approved in 1995, he worked to bring the Raiders back for many years and a lawsuit recently filed by the Raiders against Alameda County and the City of Oakland says Perata "worked closely with the East Bay Entities (the city and the county) in crafting the agreements." The suit, which accuses the county and city of breach of contract and fraudulent misrepresentation by asserting that seats and luxury boxes were sold out, says Perata was quoted in the San Francisco Chronicle on July 21, 1995, as confirming the sellout of Raiders games.

According to the suit, Perata said, "For those who have been skeptical, we have been vindicated ... We are not at risk, and everything from now is gravy."

Aroner said she believes Perata's involvement in what she calls "the Raiders fiasco" is relevant to the current campaign because, "It's a living legacy of bad decision-making. It will be living with us for 25 years," the

length of the bond agreement involved in the deal.

"It has cost us \$36 million with no end in sight," Aroner said, adding that constituents talk to her about it all the time.

Carson admits he voted for the Raiders deal but says he did so in part based on representations by Perata, whom he described as "one of the architects of the deal."

Carson said Perata has been "disrespectful" in not showing up at candidate forums and he believes the reason Perata has kept an uncharacteristically low profile is that he doesn't want to face tough questions about the Raiders deal.

"Every time I go to a forum we get asked about the Raiders and I've responded to those questions," Carson said.

Perata said the reason he hasn't show up at the forums is that sometimes "only three or four people show up" at them and August is the busiest time of the year for state legislators.

But Carson said Aroner has made the effort to attend the forums despite her busy schedule. And he said all of the forums have had at least 50 people present and some have had 250 or more.

Although conventional wisdom holds that non-Democrats don't have a chance in the Ninth District, Republican Deborah Wright and Peace and Freedom Party candidate Marsha Feinland both say they think they have a good chance of winning.

Wright, who worked in the computer industry and for a group that provides scholarships for low-income children to attend private schools, said, "There is a chance a Republican can win the race. The Democrats are all saying the same thing."

Wright, who is both black and a woman but didn't mention those facts when interviewed, wants to improve education in the state by increasing parental choice with tuition tax credits, vouchers and charter schools.

Feinland, a teacher and a member of the Berkeley Rent Commission, says she, too, has a chance to win.

"People recognize my work in the community," she said.

Feinland said she wants to address issues such as "worsening health care, skyrocketing rents, more prisons, recurring toxic accidents." She said she wants to improve public transit and housing and impose "higher taxes on the wealthy."

The Ninth District includes Alameda, Albany, Berkeley, El Cerrito, Emeryville, Piedmont, Oakland, Richmond and San Pablo.

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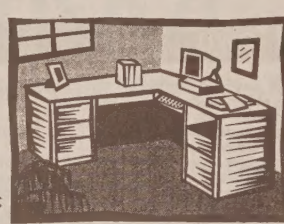
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SALE HRS: M-F 10-6, SAT 10-5, SUN 12-5

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## Health Week

at Doctors Medical Center  
1-800-206-WELL (9355)

You don't have to let arthritis keep you from all those activities that make your life enjoyable. JointWorks at Doctors Medical Center is a comprehensive knee or hip replacement surgical program for those afflicted by arthritis and who suffer the debilitating effects of its constant pain.

In addition, JointWorks also offers educational Arthritis seminars conveniently scheduled on a monthly basis at both campuses. For more information about this program or to make a reservation for the seminar call 1-800-206-WELL.

**Arthritis Seminars:**  
Monday, Sept. 7, from 10am to 2:30pm at the San Pablo Campus and  
Wednesday, Sept. 23, 10am to 2:30pm at the Pinole Campus.

**Prepared Childbirth:**  
Tuesday, Sept. 1, from 7pm to 9pm at the Pinole Campus.

**Aerobic Fitness Class:**  
Tuesday, Sept. 1, from 9am to 10am in San Pablo, call for location.

**Slowing Down Osteoporosis:**  
Thursday, Sept. 3, from 10am to 12pm at the Pinole Campus.

**Freedom From Smoking:**  
Wednesday, Sept. 9, from 6:30pm to 8pm at the J.C. Robinson Cancer Center, San Pablo Campus.

**Surviving Grief:**  
Thursday, Sept. 10, from 4pm to 6pm at the Pinole Campus.

**Blood Pressure Screening:**  
The first Wednesday of each month, from 10am to 11:45am at the San Pablo Campus.

Please call to register or for more information about any of our programs, 1-800-206-WELL (9355).

## Doctors Medical Center

Tenet HealthSystem

SAN PABLO CAMPUS • 2000 VALE ROAD • (510) 970-5000  
PINOLE CAMPUS • 2151 APPIAN WAY • (510) 724-5000

Formerly Brookside Hospital and Doctors Hospital

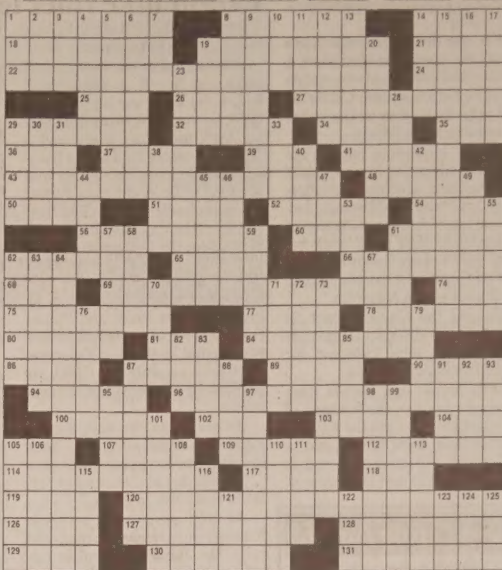


## New York Times Magazine Puzzle

## WARNING: CONGESTION!

BY NELSON HARDY / EDITED BY WILL SHORTZ

- ACROSS
- 1 Crowning
- 8 Lawrence Welk favorites
- 14 Slope sight
- 18 Kind of case
- 19 Not set
- 21 Dynamic beginning
- 22 "You don't have to cook all night?"
- 24 The Vamp
- 25 Angle shape
- 26 Computerphile
- 27 Celebrity
- 29 Guard
- 32 Nonplussed
- 34 Corker
- 35 Cobb and others
- 36 Get hoary
- 37 Bender
- 39 Target
- 41 Nicotine source
- 43 Idle question to a bakery chef?
- 48 Polish
- 50 Pun-prone poet
- 51 Jog
- 52 Bridge section
- 54 Send all over the place
- 56 Hurricane or tornado
- 60 Press one's suit
- 61 "Our Gang" member
- 103 Be short of
- 104 It might show its face in Vegas
- 105 Female gametes
- 107 Stalk in a swamp
- 109 Lace part
- 112 Cleave
- 114 Zealot
- 117 Starch tree
- 118 Singer's syllable
- 119 Over the bounding main
- 120 Restrict windfall profits?
- 126 Break
- 127 Exhibits fear
- 128 Dregs
- 129 The Charleses' canine
- 130 Expunges
- 131 Forthcoming
- DOWN
- 1 It's game
- 2 Plains dweller
- 3 School org.
- 4 "Politically Incorrect" host
- 5 Spotted cats
- 6 Mild-flavored onion
- 7 A Turner
- 8 Whence the phrase "pass the buck"?
- 9 Binge, in a way
- 10 Neighbor of Syr.
- 11 Strikeout symbols, in baseball
- 12 "Forever Your Girl" singer
- 13 Excellent, in British lingo
- 14 Checks
- 15 What maligned celebrities would like to do?
- 16 Collection
- 17 Laughs loudly
- 18 Cattle feed
- 20 Narrow margin
- 23 Spitz stroke
- 28 Gordon or Ginsburg
- 29 Stogie
- 30 Turkish leader
- 31 Some parties
- 33 1984-88 Olympic skating champ
- 38 "— be in England..."
- 40 Plaint at a door
- 42 French film award
- 44 Spicy cuisine
- 45 It's not up to par
- 46 Expiate
- 47 Pook pal
- 49 Off-toasted Melba
- 53 Kunta Kinte's slave name
- 55 Aristophanes play, with "The"
- 57 Chops up, in a way
- 58 Feodor, e.g.
- 59 Drugstore dispensations
- 61 Crave, with "over"
- 62 Haggard of C & W
- 63 "The Stunt Man" star
- 64 Loving phrase for a British policeman?
- 67 Years of Caesar's reign
- 70 Memory unit
- 71 Swordsman
- 72 Good —
- 73 Game played for the Thomas Cup
- 76 Swains
- 79 King Harald's predecessor
- 82 Ex-wife of Mickey and Frank
- 83 Old Spanish viceroyalty
- 85 "The Report" (1976 best seller)
- 87 Ticket stub, e.g.
- 88 Kind of moth
- 91 Harass
- 92 Eshkol's successor
- 93 Popeye's —
- 95 Perkins who wrote "Blue Suede Shoes"
- 97 Washington's Birthday event
- 98 Infidel
- 99 Deal with
- 101 "Professor's goal"
- 105 "Butterfield 8" author
- 106 Wedgwood products
- 108 Inhibit
- 110 Passages
- 111 Hindrances to settlements
- 113 Equestrian's attire
- 115 Facts and figures
- 116 Start of a 1961 nonsense song
- 121 Small ammo
- 122 Prefix with angle or athlete
- 123 "Star Trek: D.S.9" character
- 124 1980's TV drama "— House"
- 125 Born



## Goings On About Town

Submissions to Goings on About Town must be received Thursdays one week prior to publication. Listings are on a space-available basis.

## Children

Lawrence Hall of Science — through Aug. 30; Whales: Giants of the Deep, an interactive exhibit that also includes several special related events. There will be free stargazing with telescopes and assistance provided; 642-5132.

Child Research Project — UC Berkeley's Child Study Center is looking for families with 4- to 8-year-old children to participate in a research project on children's responses to the daily challenges they encounter. Participating families will be compensated \$15 for their time; 643-2522.

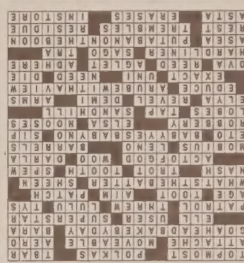
## Classes

Helen Ripper Wheeler presents Strong Women-Aliterary Film Video Series. The class starts Sept. 3 from 1:15 p.m. to 3:15 p.m.; North Berkeley

Senior Center; 549-2970 for information.

## Community Events

Attention Arts and Culture Organizations in Berkeley — The Civic Arts Program of the City of Berkeley is partnering with the Berkeley Conventions and Visitors Bureau to produce a general brochure about arts and culture in Berkeley. To be included, please send a color slide/photo and brief description of your organization to Civic Arts, 2118



Milvia St., Suite 280, Berkeley, CA 94704, or call 705-8183.

Kensington 55+ Activity Center — Aug. 27 - Health: Jan Strecher leads in Rosen Method exercise. 12:45 p.m., Great Books: "Moll Flanders" by Daniel Defoe. All events take place from 9 a.m. - 2 p.m. at Arlington Community Church; 526-9146.

Berkeley High School Reunion

Classes of Jan. 1958, Jan. 1959 will be holding their class reunion on Saturday, Aug. 26 at the Holiday Inn in Berkeley. Interested class members should contact Steve Honeychurch (925) 242-2424 or Karen Skeels Verney (925) 242-2424.

See GOINGS ON

## BEARS and BAUBLES



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ANNIVERSARY SALE  
10%-50% OFF EVERYTHING!  
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Sale ends Aug. 30th  
Open Sunday 11-5

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## PENNZOIL SPEED OIL CHANGE

10 MINUTE COMPLETE SERVICE  
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COUPON EXP. 9/20/98

## DIESEL, A Bookstore

Yellow Dot Sale Treasure Hunt

With this ad buy any 2 yellow dot books and get a third one FREE!

(Good through Sept. 21)

Don't miss Anne Michaels'

Only Bay Area Event: Wed. Sept. 2, 7:30pm  
Reserved seat with each book purchased

Jerry Brown: 9/17

Steve Ajay & Toby Hillier: 10/1  
Wes (Scoop) Nisker: 10/8  
Edwidge Danticat: 10/16

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Oakland, California  
510 653-9965

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Full Coverage With No Deductible,  
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**All Helmets SAVE \$5**

**All Bike Tune-ups SAVE \$5**

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**Plus Many More In-Store Discounts**

Come check-out Re-Cycle Sports, our New Liquidation Center, with tons of used bikes! (Next to our Oakland Store) exp. 9-15-98

**CYCLE sports**

1433 High St., Alameda 521-2872  
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# CIRCUS CHIMERA

A CREATION OF THE IMAGINATION

AUGUST 28 - SEPTEMBER 7

Circus Chimera — a creation of the Imagination — takes you on an extraordinary journey into The Toy Box.

Experience the toys springing to life — motorcycle daredevils, flying mermaids, death defying double wheel of destiny, aerial artists extraordinaire.

Watch as Archie the Clown stumbles through the toys in action, struggling to win the love of the beautiful queen doll.

Don't miss this multi-million-dollar theatre style extravaganza.

Buy reserved seats in advance:  
Call 1-888-ONE-RING

(Mastercard & Visa only)

## Special Offer

Sponsored by El Cerrito Plaza Merchants Association

## PURCHASE TWO TICKETS FOR THE PRICE OF ONE!

Pick up a special coupon from any Plaza merchant that entitles you to buy two general admission tickets (equal or lesser value) for the price of one. For an additional charge, this offer may be upgraded to a Reserved Seat. This coupon cannot be used with any other free, promotional, or discounted tickets. Subject to seat availability.

**ONE FREE ADMISSION TO CIRCUS MUSEUM**  
With \$5 in receipts from Plaza Merchants (\$2 value)

Performances:			
Friday	Aug. 28	8 pm	Opening Night Performance
Saturday	Aug. 29	2 pm	5 pm 8 pm
Sunday	Aug. 30	1:30 pm	4:30 pm 7:30 pm
Monday	Aug. 31	5 pm	8 pm
Tuesday	Sept. 1	5 pm	8 pm
Wednesday	Sept. 2	5 pm	8 pm
Thursday	Sept. 3	5 pm	8 pm
Friday	Sept. 4	5 pm	8 pm
Saturday	Sept. 5	2 pm	5 pm 8 pm
Sunday	Sept. 6	1:30 pm	4:30 pm 7:30 pm
Monday	Sept. 7	1:30 pm	4:30 pm

Tickets:	General Admission	Reserved
Adults (13 & Up)	\$12	\$15
Children (12 & Under)	\$6	\$9



## EL CERRITO PLAZA

Real selection, neighborly service  
& parking, parking, parking!

## CARDS, GIFTS &amp; BOOKS

BETTY'S HALLMARK 527-6757

WALDENBOOKS 525-5727

## DENTAL/MEDICAL

BENIA, BENJAMIN, D.D.S. 526-9636

CARVER, PHILAE, D.D.S. 528-2684

CHONG, ALFRED, D.D.S. 524-9808

DOUCET, MICHAEL, D.D.S. 526-8000

EL CERRITO ELECTROLYSIS 526-9000

FIRST CHOICE HEARING AIDS 526-4348

FOWLER, ROBERT D.D.S. 558-8000

HALE, CLARK & GARY, D.D.S. 524-0927

HOAGLAND, J.C., D.D.S. 526-4112

MERCURE, JESSICA M.A., F.C.C. 524-9705

OPTOMETRISTS, DR. MILLER

& STOLARZCZUK 526-2242

WELLS, NEAL D.D.S. 527-7111

## ENTERTAINMENT

MEL-O-DEE LOUNGE 526-2131

SILVER SCREEN VIDEO 524-3373

## FASHION

FOLEY & BONNY 524-5215

MCPHEE'S JR. BOOTERY 525-7177

SIZES UNLIMITED 524-3252

## FINANCIAL

CALIFORNIA FEDERAL 525-8170

MECHANICS BANK 262-7200

## GROCERY/GENERAL

LONGS DRUGS 524-6886

LUCKY STORE 526-6065

## HEALTH &amp; BEAUTY

ACUPUNCTURE 527-1289

BEAUTY STORE, USA 527-5414

LARRY PARKS, LTD. 528-6644

PLAZA BARBER 528-8420

PULSE EXERCISE STUDIO 528-1312

ROSE BRAND HEALTH FOODS 524-2494

SARA'S NAIL SALON 528-8052

## INSURANCE

CHANG, MICHAEL 528-6333

MOORE, BILL 524-3344

WESTERN-SOUTHERN LIFE 526-1800

## JEWELRY

BEADAZZLED 525-3263

V.G. WHITE, JEWELER 527-8000

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ALL STAR DONUTS 525-7289

CHEF'S CHINESE FOOD 525-8737

CHEVY'S 526-2551

CHUBBY'S 525-9570

CHUCK E. CHEESE'S 524-8886

THE JUNKET 524-4622

KIRBY'S RESTAURANT 524-1086

MR. MICHAEL'S 526-9429

SEE'S CANDIES 524-6461

## SPECIALTY

ADVANCED INSTRUMENTS 526-4348

KIT & CABOODLE 524-9942

## SERVICE

GREAT AMERICAN 526-6844

DRY CLEANING 526-1204

LANGER, MORRY 526-1204

MAIL BOXES, ETC. 528-9444

PLAZA COIN LAUNDRY 525-5351

PLAZA SHOE DOCTORS 525-5351

## TRAVEL

EL CERRITO PLAZA TRAVEL 528-1703

MIKE LEE'S TOURS 527-7366

FARMERS MARKET, EVERY TUESDAY & SATURDAY, 9 A.M. TO 1 P.M. 528-7992



## Police Reports

## Victim loses briefcase in assault

EL CERRITO — On Aug. 13 at 6:30 p.m., three juvenile suspects hit a man in the face and knocked him down at the corner of Liberty and Blake, then took his briefcase and fled.

A male suspect on the 10000 block of San Pablo on Aug. 13 convinced a mentally disabled

A Bay Area Institution  
Since 1932

**DICK'S**

Summer Sale  
in Progress!  
Buy one Blue-Tag  
Remnant—  
Get One Free!

**DICK'S CARPET ONE AND AREA RUG**

DISCOUNTS  
EVERYDAY

FINANCING AVAILABLE

1065 Ashby  
Berkeley  
883-2111

444 Lesser  
Oakland  
534-2100

OPEN 7 DAYS

woman into performing fellatio. Police are following leads.

• At 1:22 p.m. on Aug. 14, a juvenile entered a retail store at the 10700 block of San Pablo and took merchandise without paying. He was apprehended and charged with petty theft.

• Near the corner of San Pablo and Central avenues on Aug. 15, a male suspect was stopped for driving under the influence at 2:41 a.m. A search of the vehicle uncovered a loaded firearm and an illegal dagger. The suspect was arrested.

• On Aug. 17 at 3:30 p.m., on the 10000 block of San Pablo

Avenue, a juvenile entered a store, took a stereo and fled.

• A female attempted to pass a counterfeit check at noon Aug. 19 at the 9000 block of San Pablo, using an ID not belonging to her. She was arrested for forgery.

• A suspect was stopped for a traffic violation at 11 p.m. Aug. 22 at Central and Carlson. The suspect had no drivers license and after a consent search of the automobile, police discovered a loaded firearm in the trunk. The suspect was arrested.

• On Aug. 23 at 4 p.m., two male suspects were reported banging on a mailbox. Both suspects ran but were apprehended and arrested, one as a juvenile.

## Errant bike rider left in the dark

By K. OSBORN  
Staff correspondent

ALBANY — On the evening of Aug. 18 officers contacted a white '64 Dodge near the Bay Trail. The driver, a 40-year-old San Francisco man, was found to have outstanding warrants from San Francisco in the amount of \$15,000 for driving with a suspended license and failure to appear and from Marin County in the amount of \$250 for narcotics charges. He was arrested, cited and released with a Notice to Appear.

• At about 10 p.m. on Aug. 18 officers contacted a 45 year-old San Francisco man for riding, his

bike without a light. He was found to be in possession of methphetamines and arrested.

• On the night of Aug. 18 a man reported that his gray '93 Ford Club Wagon van had been stolen while parked in the lot of a restaurant on the 600 block of San Pablo Avenue.

• At about 8:45 p.m. on Aug. 19 a resident on the 1000 block of Ordway Street reported that thieves stole a computer from his home a few hours prior. The rear door of his home had been left open.

• On Aug. 20 a resident on the 500 block of Ramona Avenue notified Albany police about a blue

'89 Ford van that had been parked near his home for several days. A check found that it had been reported as stolen from Berkeley. The owner was notified.

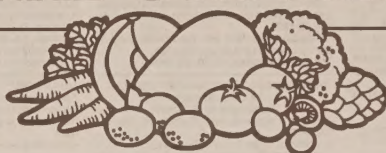
• On Aug. 20 a resident on the 600 block of Madison Street reported that sometime during the night vandals had poured a chemical on her car that caused the paint to peel off.

• On Aug. 21 a resident on the 700 block of Talbot Avenue reported that thieves had stolen a bike from her back yard while the gate was locked.

• On Aug. 21 a resident on the 400 block of Stannage Avenue reported that when she returned home after two weeks she found her brown '84 Ford was missing.

• At about 2:30 a.m. on Aug. 22 See ALBANY on page A10

## THE NATURAL GROCERY COMPANY



## Back to School Sale

Sale Prices Good From August 26th through September 13th

## LUNCH BOX HELPERS

Stonyfield Organic Yogurt	
6 oz. reg. 79¢	69¢
Luppy Organic Low Fat Pudding	
3 oz./4pk. reg. \$3.59	\$2.79
Tree of Life Organic Raisins	
6 pk. reg. \$1.98	\$1.49
Ceres Box Juices 100% fruit juice blend	
3 pk./6 oz. reg. \$2.49	\$1.99
Clif Kicks Bars	
6 bars reg. \$2.99	\$2.39
Arrowhead Mills Organic Peanut Butter	
18 oz. reg. \$4.59	\$3.99
St. Dalfour Conserves no added sugar	
10 oz. reg. \$2.99	\$2.69

## ORGANIC PRODUCE

Bananas	79¢/lb
Bartlett Pears	99¢/lb
Yukon Gold Potatoes	89¢/lb
Mini Carrots 1 lb pkg.	\$1.39/ea
Salad Mix	\$3.29/lb

## SNACKS

Corn Chops	
Corn Chips 16 oz. reg. \$2.29	\$1.69
Mexi Snax	
Tamari Chips 14 oz. reg. \$2.19	\$1.69
Hain	
Popped Corn Cakes all flavors	
4 oz. reg. \$2.39	\$1.89

## VITAMINS



## Nature's Life

Children's chewable multi-vitamin	
Wild Vites 60 tabs. reg. \$4.95	\$2.99
E-Z Vites Easy to swallow complete vitamin & mineral	
60 tabs. reg. \$5.95	\$3.99
Vitamin C 500 mg rapid release	
50 tabs. reg. \$3.75	\$2.99
100 tabs. reg. \$5.95	\$4.75
250 tabs. reg. \$13.45	\$10.75

## \* SPECIAL EVENTS! \*

### Back to School Drawing

Win a Champion Juicer!  
Win Gift Certificates!

NAME (PLEASE PRINT)

PHONE NUMBER

ZIP CODE

1 Champion juicer and 5 second place prizes of \$20 in gift certificates will be awarded in each store. All entries must be received by 9/13/1998. The drawing will be held on 9/14/1998.

\* 1 entry per person per day \*

### Leo Luna

the Magician

El Cerrito  
Sunday, Sept. 6th  
4pm - 6pm

Berkeley  
Saturday, Sept. 12th  
4pm - 6pm

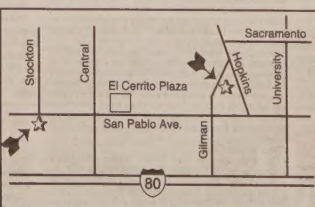
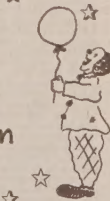


El Cerrito  
Sunday, Aug. 30th  
Saturday, Sept. 5th  
12 noon - 3pm

### JoCo

the Clown

Berkeley  
Saturday, Aug. 29th  
Sunday, Sept. 6th  
12 noon - 3pm



## BEVERAGES

R. W. Knudsen	
Hibiscus Cooler qt. reg. \$1.99	\$1.49
Westsoy	
Westsoy Plus 32 oz. reg. \$2.39	\$1.79
Santa Cruz • organic	
Organic Apricot Nectar 32 oz. reg. \$2.69	\$1.89
Organic Apple Juice gal. reg. \$7.99	\$5.49

## • MANAGER'S SPECIAL •

Wholesome & Hearty	
☆ Gardenburger the original ☆	
10 oz. reg. \$3.69	\$2.99

## BREAKFAST FOODS

Van's • frozen	
Organic Blueberry Waffles	
8 oz. reg. \$2.79	\$2.29
Shady Maple	
Maple Syrup grade A 12 oz. reg. \$7.23	\$5.69
Eden Organic Apple Butter	
18 oz. reg. \$3.19	\$2.59
Barbara's	
Shredded Oats 16 oz. reg. \$3.39	\$2.29
Shredded Spoonfuls 15 oz. reg. \$3.39	\$2.29
Fruity Punch 10 oz. reg. \$3.05	\$2.49
Nature's Path • organic	
Corn Flakes 17 oz. reg. \$3.99	\$2.89

## GROCERY

Grandma Millina's	
Organic Kids Meal 15 oz. reg. \$1.85	\$1.39
Shari's	
Organic Soups all types 15 oz. reg. \$1.89	\$1.49
Seeds of Change • organic	
Pasta Sauce 26 oz. reg. \$3.39	\$2.69
Bionaturae • organic	
Whole Grain Pasta 16 oz. reg. \$2.45	\$1.99
Spectrum Natural • organic	
Extra Virgin Olive Oil 12 oz. reg. \$7.86	\$6.29

## BODY CARE

Nature's Gate	
Liquid Soap 12.5 oz. reg. \$5.95	\$2.99
Shampoo or Conditioner	
Aloe Vera, Chamomile or Jojoba	
18 oz. reg. \$4.85	\$2.99

Berkeley Natural Grocery Company, 1336 Gilman Street, Berkeley, CA 94706 (510) 526-2456  
El Cerrito Natural Grocery Company, 10367 San Pablo Avenue, El Cerrito, CA 94530 (510) 526-1155  
Open 7 days a week, 9 a.m. to 8 p.m.







from the date of first issuance of letters as  
fired in section 9100 of the California Probate  
Code. The time for filing claims will not expire  
four months from the hearing date noticed  
above.

**YOU MAY EXAMINE** the file kept by the court.  
You are a person interested in the estate, you  
are with the court a formal Request for Spec-  
ial Notice of the filing of an inventory and  
appraisal of estate assets or of any petition or  
court as provided in section 1250 of the Cal-  
ifornia Probate Code. A Request for Special  
Notice form is available from the court clerk.

**ATTORNEY FOR PETITIONER: ROBERT R.  
TIS, P.C.**  
20 Solano Avenue  
San Francisco, CA 94705

**El Cerrito Journal, August 27, September 3,  
1998.**



# Berkeley QB Goldfarb knows what he's doing now

By Jelani Harper  
Staff Correspondent

At the start of last season, Berkeley quarterback Elishama Goldfarb was just another lowly reserve.

How low?  
Goldfarb was Berkeley's third-string QB, behind

starter Hannibal Johnson and reserve Nate Henderson. He watched, from the bench, as the Yellowjackets stumbled through their first four games, three shutout losses to Skyline, Galileo, and Logan, and a sloppy win over a pathetic Oakland High team.

But even worse than the

losses, was the fact that Berkeley's offense was as impotent as a desperate man without his Viagra. It wasn't just that the Jackets couldn't score, they couldn't come within 50 yards of scoring.

Everyone on the field knew it, the fans in the stands knew it, and Goldfarb, along with the

rest of the reserves, knew it, too.

So, along comes Berkeley's fifth game, which just so happened to be its homecoming. Instead of enduring yet another embarrassing loss with Johnson or Henderson at the helm, Jackets coach Joe Martin threw Goldfarb into the lineup, and

something magical happened.

The Jackets' offense actually moved. As in yards, not inches. They still lost, of course, and they were still held scoreless, but in one stretch Goldfarb moved the Jackets 70 yards in 14 plays to reach the Monte Vista nine-yard line.

See GOLDFARB on A9



Berkeley QB Elishama Goldfarb

## Onweller brothers make AHS well again

By Jelani Harper  
Staff Correspondent

Two years ago, brothers Rob and Tim Onweller played on

**'I'd give my body up more for him than any other QB.'**

—ROB ONWELLER, About Brother Tim

Albany's junior varsity football team. Rob, who at the time was a sophomore, was the quarterback while Tim, who was then a freshman, was a wide receiver. Can anyone guess what happened next?

"We had a connection, he was the only one I used to bomb to," recalled Rob with a laugh. "Matter of fact he was the only receiver I would throw to, I used to throw deep ones to him all day."

Fast forward two years later to the upcoming season and the Onweller's are still connecting. However, now it's Tim who's the QB and Rob is on the receiving end of his passes as a running back.

"He tries to influence me to throw him the ball," said the soft spoken younger Onweller about his older brother. "I'll go for him if he's open, but I try to be fair."

### Balance key

Which is about as much as you can ask of any younger brother, who has to balance the responsibility of a team's needs alongside his older brother's demands.

But in order for Albany to erase the memories of last year's dismal 0-10 year, its going to need all the help it can get from Rob, Tim, and everybody else who calls himself a Cougar.

This year Rob will be a running back, which is a bit of a switch since he played tight end last year. The change in Rob's position reflects a change in the Cougar's offensive strategy.

"We don't have too big of an offensive line, so we're going to be pulling a lot, doing a lot of running plays," explained Rob. "We'll be doing reverses and a couple of other trick plays. We've got the speed, so we figure why not run the ball."

### Not an easy target

If size is something that the Cougars are lacking as a team, nowhere is this fact better reflected than in Tim, who at 16 years old stands only 5-feet-7 and weighs slightly under 150 pounds. Still, don't look for him to be an easy target.

"I'm not going to go head up with a guy who's twice as big as me, I'm going to try to outsmart him," Tim maintained.

Last year he experienced first hand what it's like trying to out-slick bigger defensive linemen. As a sophomore he played two games at QB when starter Billy

See ONWELLER on A9



**'We're starting from basics. We're reintroducing everything. Relearning. Reteaching. We started introducing things back in spring, and we're going over it all again.'**

—FRANK MILO, El Cerrito Coach



EC coach Frank Milo, top, points out a drill; lineman Jeff Ghidella, center, 'has been the most impressive,' QB Joe McBride, left, has also impressed.

## At El Cerrito High they're back to fundamentals

By Jeff Sepulveda  
Staff Correspondent

So far the opening week of football practice at El Cerrito High has been pretty basic.

"We're trying to teach technique. Offensive and defensive technique. Every technique. Blocking. Tackling. Everything," said El Cerrito coach Frank Milo.

"We're starting from basics," he said. "We're reintroducing everything. Relearning. Reteaching. We started introducing things back in spring football, and we're going over it all again."

While many teams are still using drills as conditioning tools this early in the season, Milo said he and his staff are hot and heavy into instruction.

"The plays are pretty much

the same plays as last year," he said. "They're plays that were introduced last spring football. But we want to make sure that the proper technique is used to make the plays work. If we don't get the technique down, our running game isn't going to work."

### Too early

After two days in pads, Milo says it's too early to tell his lineup is shaping up.

"We're set at a lot of positions. But a lot are still early too."

Milo singled out last year's varsity reserve running back defensive back David Thomas.

See FUNDAMENTALS on A9



## Little St. Mary's looks to play big

Panthers have to rely on players who compete in other sports

By Jeff Sepulveda  
Staff Correspondent

With the first action, a four-way scrimmage which will involve Skyline, Pittsburg, and Alhambra still more than two weeks away, St. Mary's High football coaches are hard at work sorting out this year's roster and assigning roles, as every team is this time of year.

What makes the equation a little different for SM than other schools is that the Panthers have a mere 26 varsity players from which to draw to fill 22 starting spots and make up special teams.

With a student population of less than 600, the Panthers' coaches in all sports realize that they have to grab athletes wherever they can find them, and mine their talents for as much as they can.

Multi-sport athletes abound at SM, where the best athletes from a sport in one season are seemingly plugged into new roles in a different sport when the next season comes along.

### Hoops to football

An example of that can be seen on this year's football team, as it

will have a familiar look to Panthers basketball fans. Three key basketball contributors from last season's North Coast Section qualifying team will be counted on for big things on the gridiron.

Basketball guard Marlin Kelley returns to his starting spots at tight end and inside linebacker, where he claimed Alameda-Contra Costa Athletic League honors last season as a junior.

But this year he'll be joined by hoop teammates Justin Preston and Lorenzo Alexander, who are likely to start on both the offensive and defensive lines.

Juniors Preston and Alexander aren't football novices, having played junior varsity last season. But this year they are being expected to log heavy minutes with the big boys.

SM coach Dan Shaughnessy says he likes what he has seen so far from newcomers Preston and

Alexander.

"They have been impressive," he said. "They will both play on the offensive line, guard and tackle. And they will play defensive line as well."

### Go both ways

Shaughnessy isn't shy about having his players play multiple sports or multiple positions within the sport. The majority of SM football players play both offense and defense.

"We don't have that many kids," Shaughnessy said. "We find the athletes and get the word out. A lot of our guys go both ways (offense and defense). It's high school."

Another varsity newcomer singled out by Shaughnessy who has impressed in practices thus far and also in summer passing league competition is junior quarterback Michael Smith.



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## Berkeley's Watkins MVP in Las Vegas hoop tourney

Will Watkins of Berkeley High was named the MVP of the recent Las Vegas Summer Basketball Classic.

Watkins' team, the Northern California All-Stars, won the tournament in the boys varsity division with a 51-39 victory over the North Carolina Warriors, which is ranked No. 3 in the nation in the AAU.

Eddie Smith of St. Mary's was also a member of the NorCal team.

Watkins, who averaged 24 points per game in the tournament, led his team to victories over the Las Vegas Heat, San Bernardino TCB, and Los Angeles B-Ball to reach the final.

## Fundamentals

Continued from A8

junior varsity graduates tight end/linebacker Lawrence McGrew, and quarterback Joe McBride as players who have been impressive early on.

But Milo acknowledged that the Gauchos line will be a key factor in the upcoming season. Fortunately for Gauchos fans, the line has been impressive.

"I'm very impressed with the overall shape of our offensive and defensive lines," said Milo. "They have good strength, and have obviously worked hard. Jeff Ghidella has been the most impressive."

While the emphasis so far in practices has been on the basics and instruction, the Gauchos will turn to a competitive mode quickly. EC will conduct an intersquad scrimmage this Saturday at 10 a.m., where game situations will be simulated.

### Saturday scrimmage

"We're going to see what we can do on Saturday," said Milo. "We're going to see who can do what. How kids play the rest of this week and Saturday, will determine who starts against Vallejo (scrimmage, Sept. 4, 3:30 p.m., at home).

Milo said that the majority of his two-way players will concentrate on offense in the intersquad scrimmage.

"We want to see them from an offensive point of view. Players like Ghidella and Rose will play mostly offense. But they will get a look on defense, too."

Currently, Gauchos practices are an all-day affair, with open practices scheduled from 9-11:30 a.m. followed by weight room work, followed by specialized practices for special teams and individual units.

## Goldfarb

Continued from A8

Berkeley's offense finally had a leader, who would go on to not only start its four remaining games, but one who unanimously won this year's starting job as well.

"I didn't completely know what I was doing, I had to learn as I went along," admitted Goldfarb, who was a junior last year playing his first year on varsity. "This year I'm a lot smarter, I know exactly what I'm doing and I'm telling everybody else what to do."

The Jackets should benefit greatly from it. The returning players know what it's like to play through a losing season, and are itching for a taste of the winning side.

"We're affected by last year's season, but this year's junior

and senior class is more together as a team," Goldfarb explained. "Last year we were real individual and guys would be thinking I'm good, but this year it's more about the team."

Offensively, the Jackets will be looking to mix things up with a balanced running and air attack, that hinges heavily upon the team's speed. "We're going to throw the ball a lot, we're going to attack the corners, but we're also going to run," remarked Goldfarb. "We're going to attack the defensive ends, we'll be going outside and inside and switching it up a lot. We'll be focusing on speed this year, since we have some fast

guys."

One of whom happens to be running back Calvin Byrd-Townes, who at 6-feet-1 and 265 pounds (!) combines incredible size and strength with his speed. Look for him to be one of the Jackets' major offensive weapons.

As for Goldfarb, he remains optimistic about the season's prospects, and looks forward to playing a key role in the team's success.

"We're looking a lot better this year because we have people who are a lot smarter and know what they're doing," said Goldfarb. "I think we're going to make a big improvement on last season."

## Onweller

Continued from A8

Zeier was out with a calf injury. He was moved up from JV to varsity after the first game against St. Patrick's. This year, however, it looks as if he has the

starting job all to himself.

"I've been taking most of the snaps in practice, but I might end up splitting time with Morgan Korbel, last year's JV quarterback," he explained.

Though the Cougars have a lot of talent in two other RBs Billy Bennett and Jon Ball, one can't

help but think a large part of Albany's fate depends on the interactions of the Onweller brothers.

"Of course I'm going to look out for him," said Rob about his younger sibling. "I'd give my body up more for him than any other quarterback."

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# Home Improvement & Garden

## Barry Sez!

Barry Lehrman East Bay Nursery

Well, September is the month which separates the East Coast from the Left Coast. Because this is the last chance that the people on the East Coast and in the Mid-West have to plant before the first frosts, bulbs arrive in nurseries all over the Northern Hemisphere starting now. These inert looking objects, wrapped in brown paper, will actually be the first signs of springtime in next year's garden. They are truly the most Mediterranean and drought tolerant of plants. They are what they are in response to an environment that includes long periods of little or no rain, followed by a short and violent rainy season. Sound familiar?

Bearded iris are usually the first to arrive and can be planted immediately. These usually look like the pieces of ginger root that you get at the local market's produce department. They should be planted just at the soil surface with the round end planted in the direction you want them to grow, this does not mean up! The rest of the bulbs will be following at odd intervals reaching their peak by the end of September. Most bulbs can be considered as plants in packages to be stored until you are ready to plant. Don't forget lots of people read this column so get to your nursery early for the best selection.

General rules for planting bulbs: 1. Find a spot which is sunny in the spring with decently drained soil. 2. Dig planting holes 2-3 times deeper than the height of the bulb to be planted. 3. A teaspoon of bulb food or bone meal in the bottom of the hole. 4. Plant the bulbs points up. (exceptions should be noted at your nursery) 5. Fill the hole. 6. Wait for the rains to stimulate growth.

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### Sewer Root Foaming: An Option to Rooter Service

(Oakland, CA) - Root foaming is an option for property owners with sewer root infestations. People with this problem have traditionally called a plumber or rooter service to cut roots out of their sewer line.

Now, pest control companies specializing in sewer line root control offer a way to kill tree roots (without harming the tree) and help prevent their regrowth for three to five years.

Sewer root foaming is not a new idea. It is widely used by municipalities in controlling roots in main sewer lines running beneath city streets and in backyard easements.

A rooter service uses machines with spinning cables and root cutting blades to cut or rip roots out of a line. A problem with this method is that, basically, the roots are being pruned.

Plants react to root pruning just as they do to branch pruning, by sending out more shoots near the location of the cut. So where there was one root, now there are four or five new roots a few months later.

The process of injecting the EPA-registered foam into the sewer is fairly simple. The consistency of the foam is similar to shaving cream and is pumped into the sewer clean-out.

The foam fills the pipe, adheres to roots and is pushed into cracks penetrated by the roots. Because roots need a lot of oxygen and grow from the top of the pipe downward and the foam fills the entire pipe, it

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is not necessary to refrain from normal household activities such as using sinks and toilets during the process.

The EPA-registered foam kills only the root surfaces it touches. It is not absorbed through the root's veins, so it does not affect the health of the tree.

However, because the foam has been squeezed into the cracks in the pipe, it can kill roots several inches outside the pipe. After the roots die, they decompose naturally in the pipe.

The foam also contains a root growth inhibitor which adheres to pipe and soil surfaces and prevents regrowth for three to five years.

Sewer root foaming is particularly effective for chronic root infestations and should be applied before re-infestations occur. If a sewer line has a history of root infestations, don't wait until it clogs before having it foamed.

Tom Edwards is the president of Integrated Pipeline Maintenance.



## ■ El Cerrito Chamber of Commerce

By Sewall Glinternick

### Monthly meeting will focus on merchant crime prevention

The Chamber's regular monthly business luncheon schedule will resume Monday, Sept. 28 with a program designed to inform local businesspeople how to protect themselves from criminals.

Guest speaker for the noon session, to be held at Little Angel's Restaurant and Tavern, 6115 Potrero Avenue, will be Det. Carl Perez of the El Cerrito police.

This event is open to all Chamber members and their guests. Reservations and menu selection must be made by calling 233-7040 before the close of business on Thursday, Sept. 24.

Members and their guests are also being invited to attend the organization's next mixer to be held from 5:30 to 7 p.m. on Wednesday, Sept. 16. Hosting this event will be the recently opened Shen Store, 5327 Jacuzzi St. No. 2B3 in Richmond, the Shen Store specializes in teaching aids and school supplies.

Reservations, which may be made by calling the Chamber at 233-7040, are helpful but not re-

quired

#### Chamber officers praised

El Cerrito Chamber President Bill Kerber, Chamber manager Sewall Glinternick and community activist Kathie Perka drew words of praise last week from the El Cerrito Plaza Merchants Association.

All three were lauded in letters of thanks sent last week following an August 16 meeting of the merchants with representatives of the city, Plaza management and the Chamber airing the tenants' views on revitalization of the shopping center.

In praising Kerber, the group wrote: "As president of the Chamber you can play a major role in the future of the Plaza and in our future. We appreciate your input and the great support we continue to have from the Chamber Of Commerce. You seem to have an understanding of our views and it will be very important for us to keep in touch."

"As manager of the Chamber of Commerce," the merchants

wrote Glinternick, "you too play a major role in the future of the Plaza."

"We appreciate all of your personal support as well as your professional support. We are aware that you are one of our greatest allies and we welcome your input and advice. You, more than anyone, seem to have an understanding of how we can accomplish our goals."

The merchants group wrote Perka that her efforts to bring a department store to the Plaza had shown them "what some good old 'hard work' will do," adding that they were inspired by her effort.

They wrote that Perka's letter to the editor, which was published in The Journal last week, "was not only inspiring but the act of act of a statesman." They went on to tell Perka: "Even though you worked so hard for this cause, you have not forgotten us and have reached out to us. We hope that your efforts have shown you that you have a future as a policy setter in El Cerrito."

At the Aug. 16 joint session Plaza tenants made it clear they planned to exert as much pressure as possible to implement the owners' development plan as soon

as possible.

"Our lives depend on this," declared most of the merchants who spoke up.

#### New October Fiesta backer

Tradeway Stores is the newest firm to sign on as a financial backer of the El Cerrito Chamber's October Fiesta.

Other companies backing the Fiesta, which will be held in the mall of El Cerrito Plaza on Saturday, Oct. 24, include Larry Seidell Chevron, Honda Of El Cerrito, Sunset View Cemetery Association, Fatapples, Inc. and the El Cerrito Plaza Company.

So far five local firms have agreed to join the Chamber in co-sponsoring the '98 Fiesta: Pet/Vet Petfood, The Journal, Mail Boxes Etc., East Bay Sanitary Company and The West County Times.

In announcing that over two dozen service groups, craftspeople and food suppliers have already applied for exhibit space, the Fiesta Planning Committee called on those willing to serve as co-sponsors, financial backers or wanting display space to call 233-7040 as soon as possible.

### El Cerrito police trying to identify remains found in Natural Area

EL CERRITO—It might take until the end of this week before police have even the most basic information in trying to identify human remains found last week in the Hillside Natural Area. Police Chief Linda Fellers said that "At this point we don't even know the gender" of the partial remains that had apparently been in the park a considerable amount of time before being discovered

by a hiker.

Once that is determined, experts from the county office, comparisons will be made with the city's missing persons records, as well as police listings, Fellers said.

While it is easy to jump to a conclusion that foul play was involved, that might not be the case, she said.

### Albany

Continued from page A5

officers stopped a car going the wrong way on Buchanan Street near Fillmore Street. The driver, a 31-year-old San Diego man, was found to be intoxicated and was arrested.

• On Aug. 22 a resident on the 500 block of Pierce Street reported that while they were on vacation thieves stole the tires off their child's bike locked in the garage area.

• On Aug. 22 officers contacted two suspicious men on the Bay Trail at the foot of Buchanan Street. One, a 32-year-old Berkeley man had a warrant from Berkeley in the amount of \$3,000 for

public intoxication. He was arrested and transported to Berkeley jail. The second, a 31-year-old man from San Diego, Wash. had a warrant from Berkeley in the amount of \$3,000 for failure to appear regarding a public intoxication. He was also arrested.

During the week of the officers towed two cars reported to 20 false alarms, attended eight lost or deceased animals, assisted seven people out of their house or car and responded to one report of a dog. In the domestic violence officers responded to 12 disturbances and 82 civil

# Home Improvement & Garden

## Builders Booksource Book Of The Month Review "CALIFORNIA DESIGN LIBRARY SERIES"

This is a series of reviews brought to us by Builders Booksource on 4th St., in Berkeley

Every library needs the California Design Library series by Diane Dorrans Saeks and published by Chronicle Books. Each book in this series combines a wonderful "Bay Area" eye for style with terrific how-to tips from top designers, architects, and decorators. Two new books in the series have recently been released:


**Bathrooms, California Design Library.** "Bathrooms" highlights over 25 amazing baths: vast to petite, opulent to chic and spare. Including pointers on renovation and remodeling - such as how to work with a contractor and stay on budget - Bathrooms addresses everything from choosing sinks, floors, and counters to the nuts and bolts of faucets.

**Bedrooms, California Design Library.** "Bedrooms" features the exploration of some 25 bright and beautiful bedrooms. Included are tips for selecting such fundamentals as bed frames, mattresses, and linens. The author also collects sound advice on window coverings, art, accessories, furniture, light-

ing, and color. It even covers what to do when the bedroom doubles as a living room or office.

Each book is 124 pages with very eye-catching, die-cut covers, and superb color photography...really great inspiration for \$16.95.

Diane Dorrans Saeks is the California editor for Metropolitan Home and an editor-at-large for Garden Design.



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## Goings

Continued from page A4

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### Exhibits

Ruth McDowell's quilts — Aug. 31, 7:30 p.m.; A slide lecture focuses on her quilts as well as her current work.

First Unitarian Church in Kensington. Call 339-0135 for information.

### Lectures and Workshops

Free legal workshop Aug. 27, 6 p.m. - 7:30 p.m.; covering wills, durable powers of Attorney for healthcare and financial management & living trusts with Attorneys Lucinda Young and Katherine Jaramillo; Women's Cancer Resource Center in Berkeley. Call 548-9286 for information.

### Meetings

Alta Bates Support Groups - Stroke Support group meets the first Tuesday of every month, 4 - 5 p.m., 204-4503. Arthritis Support Group meets the second Tuesday of every month; 1 - 2:30 p.m.; 204-4503. Call for additional special events.

Theater, dance and film  
 The Odyssey — Held at Willard Park, 1 p.m.; Saturdays and Sundays through Aug. 30; 655-0813.

## Folk

Continued from page A12  
 Association, and other groups such as the Young Jewish Alliance. He founded groups on Social Investment (in fact, he was part of the first TV show in the U.S. on socially responsible investments)

I must mention that Berend started investing at the age of 12.

A breezy, outgoing man, Berend, who has never married, seems to greatly enjoy his work and the people he works with. For more information, or just to chat with him, call him at 527-5332. His email is rberend@igc.org.

### SUPERIOR COURT OF ALAMEDA IN THE MATTER OF MARKEL KELON SAARNI

Minor D.O.B. 12-01-96  
 No. J97-00618  
 CITATION

(Welfare & Institutions Code Sections 366.23, 366.26)

TO FATHER, MOTHER, OR ALL PERSONS CLAIMING TO BE THE FATHER OR MOTHER OF SAID MINOR.

#### YOU ARE HEREBY NOTIFIED

that the Juvenile Court of the State of California, County of Contra Costa, has ordered that a hearing be held pursuant to Welfare and Institutions Code Section 366.26 to determine whether adoption, guardianship or long term foster care is the most appropriate plan for the above-named minor, a dependent child of said Court. If it seems that the minor should be adopted, the Court may sever the parental rights of the parent or parents of the minor.

#### YOU ARE FURTHER NOTIFIED

that the hearing will be on November 16, 1998 in Department 18 at 1:30 P.M. of said Court, located at 725 Court Street, Martinez, California 94533, or as soon thereafter as the matter may be heard.

#### YOU ARE HEREBY ADVISED

that you are required to appear before this court at the time and place stated above to state your interest in the said minor. The parent(s) and in re Markel Kelon Saarni minor, and each of them, have the right to be represented by counsel in this case and the Judge shall advise the minor and the parent(s) of this right to counsel. The Judge may appoint counsel to represent the minor whether or not the minor is able to afford counsel. If any parent appears and is unable to afford counsel, the Court shall appoint counsel to represent said parent, unless said parent knowingly and intelligently waives counsel. The Court may continue the proceedings to make an appointment of counsel, or to enable counsel to acquaint himself with the case or to determine whether the parent(s) are unable to afford counsel at their own expense.

Dated August 18, 1998  
 BY ORDER OF THE COURT  
 Clerk of the Court  
 BY M. ROMERO, Deputy

Publish The Journal August 27, September 3, 10, 17, 1998

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# Author/lecturer offers a compass for those needing advice

Robert Berend is an attorney, a registered investment advisor, a stockbroker, an insurance agent and a real estate broker. And he seems to have put all of these together into what seems to be his favorite occupation: Advice.

Berend gives advice to investors in his book, "The New Investor's Compass." In clear and concise language the book, "is designed for first-time investors who might not understand investment basics, but want a clearer understanding of financial planning, and understanding the stock and bond markets, insurance, estate planning, the new tax law and tax tricks that can be used for their benefit." And it adds, "There is no economic theory or difficult mathematics in this book. If you wish help in charting a course for yourself and your money in the sea of investment opportunities, in plain English, then this book is for you."

I have read parts of his book — which has yet to find a publisher — and have found it truly clear and easy to read and understand. In fact, while rifling through it it is certainly comprehensive, in-

cluding wills and trusts, asset allocation, planning for the next generation, tax shelters, insurance, and how to pass a family business to heirs or other family members.

And he gives advice in lectures and workshops, as well as to private clients. He seems to particularly enjoy this part of his work — giving advice — and becomes very upset when he hears of financial advisors who take advantage of their clients, or who do not give advice that is the most advantageous for their clients (advisors, for instance, who sell their clients on their own firm's items rather than what is best or the client herself).

Berend is holding a series of workshops he is giving at the now in Berkeley. He calls them discussion groups and says they are open to everyone who wants intelligent conversations. His meetings are free and cover health, consumerism, relations (ideal, polyamorous, or single?), suicide (pros and cons, is it reasonable, why/not?) and active listening and paying attention.

While the series is being held

at the Jewish Community Center in Berkeley, he stresses that there is absolutely NO religious bent to the discussions, and they are open to everyone regardless of age, religion, or viewpoint. Although the first two discussions have already been held, there are still four more in the series, and he invites everyone who is interested to attend. They are being held at the Center, at 1414 Walnut Ave. at Rose, from 7 p.m. to 9 p.m. every first and third Tuesday of the month.

Prior topics this past year included: success; the causes of prejudice; power; should you kill your TV; what is utopia?; and rules to live by.

Robert Berend was born and raised in Los Angeles, and attended UCLA before coming to Berkeley. Changing his major from physiology, he received his degree in biophysics. He then re-

turned to Los Angeles to attend law school at Southwestern, specializing in real estate and taxation law, although he knew even then that he would never want to spend his days as a lawyer.

After finishing law school he returned to the Bay Area where he found a job with Dean Witter, which sent him back to L.A. He also did spend three years as a lawyer with the California Association of Realtors. He also became an insurance agent "so I could do life insurance and long term care insurance."

With all of this education and experience behind him, in 1985 he became an investment advisor, and started working on his book. Also, he found an additional career. Earlier this year, in the catalog of the Berkeley Extension he saw that there were two courses available in the financial planning department. He applied

## Community Folk

By Clara Rae Genser



and "was honored to be selected."

He spent a great deal of time around Christmas time totally revamping his book. He now has it ready to send to publishers. He tells me people who have read it have liked it. Even people who have been investing for 10 or 15 years have said "I didn't know that! I have learned something." Which made him think he may not have labored in vain.

Berend notes that he has given about 4,000 lectures all over the world. He speaks of spending six

months in Prague where he lectured to judges and accountants at a Mensa group at a Mensa gathering. He has lectured to Mensa people about 40 times. He knows that Mensa is an organization of people with high IQs.

His interest in people is what has led him, since his coming to work on various books, including the book on the while in Berkeley, the Cal

See FOLK on page 12

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# OPINION & EDITORIAL



## The Journal

A Publication of Hills Newspapers, Inc.

Scott Little  
Publisher

Chris Treadway  
Editor

"...were it left to me to decide whether we should have a government without newspapers, or newspapers without a government, I should not hesitate a moment to prefer the latter."  
— Thomas Jefferson, 1787

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## Around Town

By CHRIS TREADWAY  
Journal editor

### Other me tomorrow, today I'll find no sorrow

IMAGINATION SETS IN: I take a vacation from your worry while you were the same when you get back? It was a while, but most people never that fear. A funny thing happened to your editor when he went on vacation at the start of the month, however.

When I left, The Journal was part of a locally owned group of community newspapers. When I came back it was part of Knight-Ridder the second largest newspaper chain in the country, one that also — gulp — owns The Journal's primary local news competitor, the West County Times.

When I left, American Stores was preparing to make a development presentation with its El Cerrito Plaza co-owner. When I came back American Stores had been bought by Albertsons, creating the second largest grocery chain in the country.

There seems to be a trend here, at the very least it's the last I go on, neither in August.

Actually, neither development that big a bombshell, though it is hard to know that at first.

American Stores, by all accounts, remains dedicated to adding a Lucky/Sav-on at the Plaza.

And The Journal, I can assure you remains dedicated to reporting news of importance to the El Cerrito/Kensington community, and with more resources than ever.

LOOKING OUT MY BACK PORCH: So what about the Plaza subject we promised more discussion on in the Aug. 6 edition of this column?

Well, The Journal went to the expense to send your editor this family to Yellowstone National Park (that's in Wyoming) to explore this issue.

Seriously. Well, almost.

We were, indeed, in Yellowstone and preparing to take the trail to Mystic Falls (a city name, you must admit). The trailhead the editor and I dutifully signed in on the trail at the National Park Service outpost for hikers who might get lost by bears, mountain lions,

etc. (Yellowstone isn't your average national park) only to find that the person signed in above us was — from El Cerrito. And that three-person party had departed six minutes before we did (true story).

We caught up to the earlier party at the falls, inquired as to their identity, and, of course, said that we were sent there by The Journal to get their opinion about the Plaza. The lead person of the party acknowledged their identity, but said they had only lived in El Cerrito for two years while the head of the household completed a doctoral thesis. "I'm apologetic," said that person, admitting to never having followed the Plaza issue.

A great opportunity for a punch line lost, but a perfect illustration of one of the problems facing redevelopment of the shopping center. Many newcomers barely know the Plaza exists.

So who speaks for the average Cerritan? Two groups have come forward, each claiming to speak for the "silent majority" (see Viewpoint on this page).

Plaza merchants have put forth their own viewpoint (see page 1), asking for something/anything to happen — and fast.

In an e-mail broadcast far and wide, Sustainable El Cerrito has assigned the acronym CRUD to the Plaza co-owners' vision of a "contemporary retail design" for their property. "A real town center could grow up here in a city bereft of identity and a sense of place," the e-mail reads, asking for any and all suggestions by the Sept. 16 deadline for submission of alternatives. We could as easily agree with this assessment of our city as we could take exception to it.

More to follow.

MEANWHILE: A quick postscript to today's front page story on the courageous teacher who resisted and then chased a would-be mugger. When the teacher went to the Community Center to receive her commendation from the City Council, she remarked to Police Chief Linda Fellers that she and her husband had been there before — to take one of the city sponsored courses in karate.

WHAT IS THIS - SOME KIND OF GAME?



## Letters to the Editor

### Humane circus alternative

Editor:

I would like other parents to know there is a charming alternative to a problem that occurs for me every year at this time. Just before Labor Day each year the Bay Area is visited by the Ringling Circus, and every year I have faced the same dilemma. Despite my best efforts to talk them out of it, my two teenagers insist as soon as the billboards and TV ads start to appear that we have to go to the Coliseum or Cow Palace to see "The Greatest Show on Earth." Try as I might to divert their attention to anything else, I have always at the last moment given in after hearing constant pleas of "But, mom, all our friends are going."

During each year's show I sit there, not enjoying myself watching the animals go through their routines and then get bundled back into their cages in some dark corner of the circus grounds. For weeks after each show I feel guilty worrying about those poor animals. As I read more articles and see news stories about animals at amusement parks and circuses, I realize I really hate participating in such performances. In addition I worry like a mother hen when I see trapeze artists working without a full safety net. How can a mother enjoy a show in which other mothers' kids might break their necks?

This year Bay Area audiences have a very pleasant alternative. A few weeks ago my boss took our entire office to see "Circus Chimera" performing in Petaluma. Much to my delight the show was wonderful — it had exciting acts, thrills that kept me on the edge of my seat, lots of lights, color and

music, but best of all, there were no animals! I sat and enjoyed every moment of the show, and afterwards I wasn't conscience-stricken; in fact I have enjoyed telling all my friends and neighbors about this wonderful show. And, as a bonus, the death-defying trapeze artists were protected by a full safety net.

The best part is that now I discover that this show is coming back to the Bay Area for extended runs at the exact same time as Ringling Brothers!

When I get harassed by my children this year, I plan to surprise them and tell them how thrilled I will be to take them to the circus. But this time the show will be this wonderful animal-free circus. They will find it just as exciting and nail-biting (maybe even more so because you get to sit so much, closer to all the action!) And poor old mom won't hate every moment of it.

Helen Winters  
El Cerrito

### End political divisiveness

Editor:

I just received a brochure asking me to vote for Dion Aroner because she is a woman. In doing this, we are reminded that Aroner is endorsed by former Assemblyman (NOT Assemblymember)

Tom Bates. I am all for being gender neutral. I even refer to my dog as a "Doberperson." But in selecting candidates, sexism is as bad as racism. "Vote for me because I am a woman", is perilously close to, vote for me because I am white (or black, or pink)." Will we ever get away from the politics of divisiveness?

Will we ever get to where we vote for people simply because they are moral, honest and dedicated? By dedicated, I mean dedicated to the will of the people, not personal gain. Remember Bates? He gained office by the will of the people. But when the will of the people invoked term limits, Bates was the first to challenge that will in court. Aroner is the same.

Running for both the Assembly AND the Senate just to cover all bases and hang on a little longer. Time for some new faces (and a little less self-indulgence).

Emily Damon  
El Cerrito

### Remembering POW/MIAs

Editor:

All interested individuals are invited to attend the Sept. 8 at 8 p.m. El Cerrito City Council meeting in the Community Center Garden Room 7007 Mooser Lane. APOW/MIA flag will be presented on behalf of Richmond VFW #913 Auxiliary. A proposal will also be presented by a grass roots committee relating to a Veterans Memorial to be erected in a suitable location in El Cerrito.

Esther Sergeant  
El Cerrito

## Whose conspiracy is it, anyway?

### Group is not voice for citizens at large

The citizens of El Cerrito put three new members on the City Council/Redevelopment Agency last November in the hope that something would finally get done at the El Cerrito Plaza. The Plaza revitalization project is now delayed another 40 days with no end in sight. One council/agency member keeps telling the citizens that she is a college graduate; another that she is a banker. What has this got to do with getting something done at the El Cerrito Plaza? What we need is some common sense.

One small group of people, Sustainable El Cerrito, holds the fear of the City Council. A representative from this group, Steve Price, has even been appointed to the Planning Commission and the Design Review Board so that Sustainable El Cerrito essentially has the power to stop any revitalization at the El Cerrito Plaza

with which it does not agree. This group is not interested in the economics of the revitalization plan and it obviously does not care about the revenues coming to the city. It is time to tell the City Council/Redevelopment Agency members that Sustainable El Cerrito does not represent us.

One way to send this message is for the citizens of El Cerrito to sign a petition to repeal the transfer tax in El Cerrito. The California Supreme Court has said that this transfer tax is illegal. All we need is 10 percent of the voters to sign this petition and this issue would be placed on a ballot for voter approval or disapproval. This message is also important in that the City Council is considering placing another tax on property owners in El Cerrito in the near future that would sustain our city services.

Another way to send a message is for the citizens of El Cerrito to sign a petition to abolish the Redevelopment Agency. This agency is draining the city coffers and has been an impediment to the development of the City of El

Cerrito. If they had recognized that the Plaza is private property and allowed the owners to develop the Plaza, there would be a revitalized Plaza now with tax revenues to the city. Other cities have done away with the Redevelopment Agency and have reaped the benefits. The city of El Cerrito is broke, our services are declining as are property values. It is time for the citizens of El Cerrito to send the message that no more delays in the El Cerrito Plaza will be tolerated. There are no miracle developers out there with money to give away. These delays mean continued hardship on the current Plaza merchants who have been struggling for the past three years. Let's send a message and end their struggle.

Bob Winslow  
El Cerrito

### Suffering silent majority must band together

Not long ago, El Cerrito had a model five-woman City Council.

It fought surly Bob Winston and his self-styled El Cerrito Citizen's Alliance, agents of the Jarvis-Gann conspiracy to a standstill. It was steadfast for good government, adequate human services for a multi-racial community, needed taxes, essential redevelopment under state auspices.

Later Norman La Force joined the Council as its only male member. An excellent lawyer, ardent conversationalist of human and natural resources, regional planner, he strengthened the Council enormously in the interest of all the people.

Throughout, the Council had the administrative support of an outstanding city manager and an excellent administrative staff. The council and its staff were able to block the "enemies of the people" led by Winslow and company."

Now, things are different. A certain Larry Damon, Winslow protégé, brother member of the El Cerrito Citizens alliance, and fellow agent of the Jarvis-Gann conspiracy, bought the election. He had Jarvis-Gann financial

banking and that of members of the citizen's Alliance as individuals.

Unhappily, he has become an immediate leader of the Council. At least one member who should know better is apparently in his corner. The mayor also. Perhaps she is trying to keep the peace.

Norman LaForce was denied the mayoralty which was his due. He has been isolated and denigrated. He and Mark Friedman appear to be the only holdouts against the Winslow-Damon partnership.

However, an outstanding City Manager and excellent administrative staff are keeping our city and its excellent programs and services barely afloat. But the future looks grim as the 21st century rushes toward us. Yet this is not the end.

We of the silent, suffering majority must band together and vote out these "enemies of the people."

Dan Freudenthal  
El Cerrito

## Viewpoint

### Spin doctoring and ECHS test scores

I was pleased to see Suzanne Baker's article about the abysmal STAR performance at El Cerrito High School. It is unusual to see such important and disturbing local news reported at all, let alone in a timely manner. Good job to "The Journal".

However, I do believe Ms. Baker's focus on comparing ECHS to Albany High School misses the most disturbing aspect of the STAR report card. As shocking as the 20 percent to 30 percent difference in AHS/ECHS 11th grade performance may be, it is more disturbing that the scores of ECHS students DECREASE as they move from 9th to 11th grade. The longer a student has been at ECHS the worse their performance on the STAR measuring system. Good high schools — Albany, Pinole Valley, Piedmont — have their year to year scores increasing along with the knowledge and abilities of their advancing students.

The other disgusting aspect of the Baker article was its report that WeCCUSD used its traditional scapegoat in Communications Director Paul Ehara's "spin doctoring". "Students" are the cause of low test scores and not just any students, but "LEP students". Sorry Paul, that's a red herring! Only 170 (12 percent) of the 1,450 ECHS students are designated LEP. In addition according to the STAR web page at the State Department of Education, only 45 ECHS LEP students (6 percent of the students tested) took the test. In order to soften the insult to LEP students generally, I also note that 8 percent of the tested Albany HS students were designated LEP.

As bad as the ECHS test scores are, I believe the learning opportunity for EC students is actually a lot worse because the STAR test under reports the ECHS student population. Unlike Albany HS and Pinole Valley HS that tested 91 percent and 92 percent of their enrolled students, ECHS only tested 792 students, 69 percent of their 1,142 reported enrollment. The reported enrollment itself is a problem, as a departing, elected parent Site Council member I know that ECHS September '97 enrollment was 1,450 +/-.

What happened to the other 250 students? ECHS over the past 24 months has shown itself to be a systematic manipulator of information and data in order to get what it wants (grant money). The community needs to make ECHS account for the missing students and then reassess STAR performance. My suspicion is the school's performance will decrease materially.

The biggest news in the ECHS story is that the miserable STAR scores are the direct result of Principal Paul Daniels (retired) abdication of site leadership to a small cadre of teachers whose commitment to political correctness and pedagogical trendiness overshadows rhyme, reason and results. These teachers, with the help of the majority on the School Board, instituted block scheduling and detracking, which are the direct causes of the abysmal performance of ECHS students. When block scheduling and detracking are eliminated, along with the teachers that advocate it, ECHS test scores will return to levels equal to or greater than Albany High.

Unfortunately this will not happen. Trustee Charles Ramsey is committed to detracking all classes at ECHS and at all high schools in the WeCCUSD. Harris-Pitts abstains from voting on all important ECHS issues like the continuation of block scheduling. Glen Price, after campaign promises requiring staff accountability, voted against requiring the ECHS principal to make quarterly reports on the effects and status of block scheduling to the School Board. It's sad.

If you would like more information about how bad school management, pedagogical fashion and political correctness drove a good urban high school into the ground in just 60 months, contact me at <zyoung@aol.com>. As a matter of information, the STAR web site address reported in "The Journal" was incorrect. If you choose to review the STAR results yourself go to, <http://www.star.cde.ca.gov>

Jim Young  
Walnut Creek



## SNAPSHOTS

By Martin Snapp



**Talkin' Trash, Part II:** Many readers have been asking me why I didn't write about Clinton last week. The reason is that *L'affaire Lewinsky* makes me feel so slimy, I decided to write about something cleaner; namely, garbage.

Since then I've been inundated with phone calls and e-mails from all over the East Bay. It seems everybody loves their garbage men. Makes sense. They take away our garbage, they show up on time, and they're nice about it. What's not to like?

My favorite letter is from Gail Hynes Shea of Albany, who writes: "Many years ago, when my first child was born, our garbage was always collected at about 8:30 a.m. Usually I'd be in the middle of feeding him breakfast, but when we heard the garbage truck, we'd stop whatever we were doing and rush outside to sit on the front steps and watch our garbage men collect from the neighborhood. They always said hi to us, knew my child's name, and we knew theirs. (A 2-year-old is a terrific audience.)

"But just to be nice, every week they'd smash their load down right in front of my house, so my son could watch. It was a big weekly event, with my son pantomiming the smashing of the garbage for hours afterward. They were just being nice. It probably cost them an extra few minutes each week, but it made my son very happy, and they knew it.

"I've loved my garbage men ever since, and consider them part of the neighborhood, just like the mail man (Oops! letter carrier). This year I'm going to leave them some Christmas cookies."

Incidentally, Gail's son is now 12-years-old, and he has two younger brothers. And they love garbage men, too.

Meanwhile, in El Cerrito the garbage is collected by a firm called East Bay Sanitary. It's the last of the mom & pop operations, a family business that has been run by three generations of the Figone family.

It was founded in 1939 by the patriarch, Vic Figone, and has been collecting El Cerrito's trash ever since. Vic's son Clyde took over after the war, and today the business is run by Clyde's son, Mark.

Ironically, Mark now lives in Lafayette, where he was one of the victims of the Contra Costa County garbage strike that dragged on and on until it was finally settled last Thursday. I asked him if he was tempted to send one of his own trucks out to Lafayette to pick up the garbage for him and his neighbors.

"It was tempting, but I decided not to," he said. "After all, I wouldn't want someone coming in here to El Cerrito and poaching on my turf."

By the way, the Figone family has another claim to fame: They also were the owners of the Six Bells, the legendary bar on the corner of Central and San Pablo that was Billy Martin's favorite hangout. The Six Bells was founded in 1933, the day after Prohibition was repealed.

Prior to that, Mark's grandfather ran a speakeasy in El Cerrito in a private home on Carlson Boulevard, where he served quality hooch to the likes of Bones Remmer, the most famous bookie in San Francisco, and Bing Crosby, who always stopped by for a nightcap (or two or three) whenever he was in town appearing at the Orpheum Theater.

(And here's a tip in case you're ever hit by a garbage strike. Do what some crafty New Yorkers did during the great garbage strike of '94: They gift-wrapped their garbage on Christmas wrapping and left the packages on the back seat of the car with the door unlocked. The thieves took care of the rest.)

You probably read last week about the anti-Semitic incidents - including broken windows and swastikas and stars of David spray-painted on the walls - that have been suffered by Andy Ross, owner of Cody's Books in Berkeley.

Ross has been targeted because he is a vocal proponent of an ordinance that would ban sitting or lying on public sidewalks in commercial areas, a law aimed at the street punks on Telegraph Avenue. Because of this, self-appointed "homeless advocates" are accusing him of being anti-homeless people.

I say "self-appointed," because they do not represent the vast majority of homeless people. Most homeless people are nothing like the able-bodied young men who hang out on Telegraph all day. They are mothers with small children, and Telegraph is the last place they want to be, because they're even more afraid of the street punks than business owners like Andy Ross are.

Ironically, when Ross got married last year (to Leslie Berkler, who runs Half Price Books) the bride and groom asked their guests not to give them any wedding presents. They asked them to donate to the homeless, instead. In addition, Berkler is the moving force behind Berkeley Cares, one of the most effective help-the-homeless organizations around.

By contrast, Ross's chief critic is a man named John Vance, who until recently made his living operating a stand - right outside Cody's, yet! - selling T-shirts with the slogan "the Police."

I ask you: Who really cares more about the homeless? Andy Ross or John Vance?

Martin Snapp's column appears every Thursday. Phone Martin at 273-9039 or e-mail him at [catman@california.com](mailto:catman@california.com)

## Hero

Continued from front page

tion, which is just under a mile away. But Thompkins and her posse kept looking and finally spotted him again. "There he was hiding in the bushes going through my purse," Thompkins explained.

He fled the suspect and he fled again, leaving the purse and its contents strewn on the ground. While another Good Samaritan gathered up Thompkins' belongings from the purse,

Thompkins and the others continued to follow the suspect who was stopped and arrested by El Cerrito police minutes later.

El Cerrito Mayor Jane Bartke, in a ceremony earlier this month, awarded commendations to both Bernice Thompkins and James Brooks for what she called "their heroic acts in furtherance of the safety of our community." The commendation also notes that Brooks and Thompkins "risked their personal safety in their attempts to catch a felony suspect who posed great danger to them and to others."

## Frustration

Continued from front page

Request for Qualifications that, in effect, begins a search for new developers. This RFQ issuance was characterized at the Agency meeting and again at the merchants' meeting as a kind of last-ditch attempt to see if there are any qualified developers out there who could redevelop the Plaza while including a coveted department store. Mayor Bartke likened the RFQ process to a "fishing trip" and city officials said the entire RFQ search and study work could be completed in a matter of weeks.

But some of the merchants at the meeting suggested the RFQ is simply another time-consuming, unnecessary step. "You keep saying the people want it," Jill

Adams, manager of El Cerrito Plaza Travel said about a department store, "but they aren't willing to pay for it." Adams said that people have to "get over" the fact that there probably won't be a department store at the Plaza and that "life goes on."

"What's wrong with the proposal that they (the owners) have?" asked Rick Lafranchi, owner of Silver Screen Video. One man in a white shirt yelled out that the owner's plan "looks pedestrian friendly to me," and many in the audience nodded agreement.

During the meeting, Friedman made the point that at the last city council meeting "not a single person spoke up for the (owners') plan." Friedman told the mer-

The suspect, 37-year-old Calvin Edward Burns of Oakland, remains in the west county jail on \$ 750,000 bail. His attorney, Penny Scanlon from the Public Defender's office, said Burns pleaded not guilty at his arraignment and awaits an October trial date. He is charged with second degree robbery with an "enhancement" of "use of a deadly/dangerous weapon." In addition, Burns will be prosecuted under the state's "three strikes" law since, according to court records, he has a history of prior felony convictions. He was sentenced to state

prison for two years for robbery conviction. Burns was convicted of second degree robbery and placed on probation for 18 months in state prison. In 1991 he was again convicted of robbery and sentenced to seven years in prison. He was on parole at the time of his latest arrest in the July 22 shooting. If convicted of the charge, Burns states that he will likely receive a "minimum" sentence of 10 years.

## Freethy

Continued from front page

in Nevada and California. It was in the gold country of Mariposa County that John met and married Freethy's mother, Catherine Marre, the daughter of Italian immigrants who also worked the mines.

Soon after Elmer was born, his parents moved to Richmond, his father working in the Lake Brother's Quarry (located near the San Rafael Bridge).

Even as a child, Elmer Freethy seemed driven by a desire to achieve financial success. Asked what he did as a young boy for fun, he answered, "What did I do for fun? I worked! I did anything that would pay me a buck. I used to haul driftwood from the Bay to houses that wanted firewood. I was around 10 or 11 years old then. Me and my cousins had a two-wheel pushcart and pushed it two or three miles to Cutting Boulevard. Think we got \$3 for each wagon load."

Mr. Freethy attended and graduated from Richmond High School, where he played on the basketball team. He graduated from UC Berkeley in 1929 and soon went to work remodeling homes locally, one of his first projects being... Mr. Freethy then got a job working as a laborer during the construction of Stanford Stadium. Before the stadium was completed, he became a carpenter, and then a carpenter's foreman.

In 1931, the Elmer J. Freethy Construction Company was founded. One of the firm's first big jobs was to renovate Longfield Junior High School in Richmond. Then he got his first big break.

In the late 1930s, El Cerrito solicited bids to construct a new high school. Freethy wanted the job but didn't have the money to bid on it. So his mother mort-

gaged her home and helped convince Mechanics Bank to help with a loan. That, along with the backing of an insurance company, provided Mr. Freethy the opportunity to bid for the job, and as the lowest bidder (\$200,000) he was awarded the contract. The new El Cerrito High School was completed in 1939.

During World War II Mr. Freethy's construction firm was busy building homes all around the Bay Area. But he encountered a major problem: a wartime shortage of wood. So in 1944, he purchased El Cerrito Mill and Lumber. "It was a run down operation and we worked that SOB," he told The Journal.

In the late '40s Mr. Freethy earned a degree in architecture in the late '40s. He began doing major projects up and down the West Coast, including massive water and sewage projects still in operation today.

It was at about that time in his life that Mr. Freethy began to do volunteer work for the community. Besides providing leadership for the bond measures that would result in the construction of fourteen new parks and the El Cerrito Community Center, Freethy served on the El Cerrito Civil Service Commission from 1960-68. In 1967, he chaired the city's 50th anniversary celebration. Though he didn't like to talk about it, Freethy has been a silent and generous contributor to many charities and causes in the area.

In 1983, Freethy was awarded the city's Community Services Award. He also served on the Chamber of Commerce board for a number of years, and was awarded its distinguished service award.

Through early this year Mr. Freethy could usually be found at

chants that the council "represents the community" and that if they hear nothing positive from people at the council meetings about the plan it's difficult to move forward. Friedman said that if the RFQ proves fruitless, if there is no "sugar daddy or somebody with deep pockets" willing to take on Plaza redevelopment, the owners' plan should be put on a "fast track" to completion.

Both Friedman and Bartke said merchants need to come to the council meetings and speak up.

In a later talk, Will Chun, owner of Mail Boxes Etc. at the Plaza, said that up until recently many owners have been afraid of speaking out. Chun recently completed a written survey in which

23 out of 37 Plaza merchants responded to various questions about Plaza business. Fifty percent said they don't know if progress was being made, and 40 percent said they doubt there will be "long term success" for tenants without bringing in one or two larger anchor stores.

Written comments, which were made anonymously, included hortations to the council agency to "make a decision, start construction" and "do something. We need to see any longer. For the merchants and the customers' sake, we need a viable Plaza for people to shop at." One person actively wrote: "We are not

his office at El Cerrito Mill and Lumber, where he continued to go in to work until a broken hip sent him to a convalescent home and away from the active work life he knew so well.

Mr. Freethy was a member of Mira Vista Country Club in El Cerrito; Berkeley Lodge #363, F&A.M., Aahmes Temple of the Shrine, Livermore; the Elks Lodge, the Association of Gen-

eral Contractors and the Costa County Sheriffs' Association.

He was the father of Freethy of Lafayette and the Kollehner of Albany, and Frances Palmer of El Cerrito, seven grandchildren and three grandchildren.

Memorial donations made to the Open House for the El Cerrito Senior Center, Stockton Ave., El Cerrito.

## Community pool fundraiser is Friday

The El Cerrito Gators youth swim team is holding a silent auction tomorrow to raise money for the community swimming pools. The auction is the first that is hoped to be annual pool fundraisers sponsored by the Gators, a group of about 70 swimmers, ages 10 to 18. There will be music and good times for everyone who comes to the Community Center, 7007 Mooser Lane, tomorrow from 6 p.m. to 10 p.m. Bid on such prizes as certificates to local restaurants, kayak excursions, trimming services, books and antique jewelry. Dial 526-2278.

## Watch

Continued from page A3

community leaders is already rising, stimulated in part by some of our most effective teachers, principals and administrative leaders but equally by the simple realization that our schools and the children they serve are in dire need. However, we all recognize that we have a long way to go.

## School Site Councils as focal point

While there are many ways citizens are organizing on behalf of schools, from the traditional PTAs to a variety of support and advocacy organizations, every school is required by law to have a site council. These bodies must have parent, teacher, employee, and administrative representatives and, in secondary schools, student members. Community members may also be members of site councils. Today, while many schools have vibrant and active site councils, the reality is that many also lead a largely paper existence. Successful experiences are isolated and there are few opportunities to share expertise.

Because every school must have a site council and because site councils are increasingly being delegated major responsibilities by the state, they represent a logical place to focus the next step of our effort to build parent and community involvement in

schools. On Sept. 2 we will discuss a proposal that calls for realization of three common objectives during school year 1998-99:

- The establishment of a school site of a functional council with members elected by their respective constituencies.

- An active training and support program for site council members involving the Alliance for Education, consolidated programs staff, and other organizations as appropriate.

- The establishment of an on-level site council. "The Partnership Council" is a site council from within the district and providing a vehicle for the sharing of "works" and mutual support. Site councils are the place to start as we begin the process of building strong staff, community, and parent support and planning bodies for our schools. Working together we can take some strong forward this school year and see that all of our schools have this basic building block of success.

Glen Price is a member of WCCUSD school board and views expressed are his own and do not reflect official positions of the school district or WCCUSD or The Journal.

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## Over 50 Elected Local Officials Endorse VOTE SEPT. 1 Keith Carson FOR STATE SENATE

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Oakland Mayor Elihu Harris  
Emeryville Mayor Ken Bukowski

Congressman Ronald V. Dellums  
County Supervisor Wilma Chan  
Berkeley Mayor Shirley Dean  
Piedmont Mayor Patty White

(partial list)

Keith Carson has over 20 years of government leadership. Carson is the President of the Alameda County Board of Supervisors, Chair of the Economic Development Alliance for Business (EDAB), and Chair of the Government Finance and Operations Committee. Carson is committed to returning more tax dollars from the state to the local level, improving public education and enhancing the quality of life.

ELECT KEITH CARSON TO STATE SENATE ON SEPTEMBER 1ST

For polling site locations, to volunteer or to receive a lawn/window sign, please call the Carson for State Senate's main headquarters at (510) 595-4004.

Paid for by Carson for State Senate, ID #98-0573, Gary Bell Treasurer

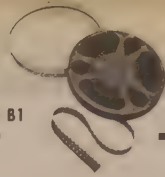
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## East Bay Events



Johnny Tolbert

## Berkeley Blues Fest



Ms Dee

## Berkeley sings the blues

Formerly known as the Jupiter Jam, this year's Berkeley Blues Fest will be held Aug. 29 beginning at 2 p.m. in Downtown Berkeley, Center Street between Shattuck Avenue and Oxford Street. There will be music, food and a beer garden.

Performances include: 2 p.m. to 3:30 p.m.: The John Morris Band.

3:30 p.m. to 5:30 p.m.: Johnny Tolbert and De Thangs.

5:30 p.m. to 7:30 p.m.: Clifton Burton Xperience.

7:30 p.m. to 10 p.m.: Ron Thompson and The Resistors.

Details: 549-2230.

## Historical society exhibit closing

An exhibit celebrating the heritage of Berkeley as well as the founding and history of the Berkeley Historical Society — "Berkeley Historical Society 20th Anniversary: 1978 to 1998" — closes Saturday, Aug. 29. Admission is free. Thursday through Saturday, 1 p.m. to 5 p.m., in the Veterans Memorial Building, 1931 Center St. Details: 840-181.

## Whither the parking meters?

Impact Theater starts its '98-'99 season with the world premiere of "Whither the Parking," a new play by Jaron Hollander and Impact Theater director Josh Costello, starting Friday, Aug. 28 and running through Sept. 19. Performances are Saturdays at 8 p.m. at the Eighth Street Studio, 2525 Eighth Street between Dwight and Parker in Berkeley. The contemporary play, which draws from Commedia dell'Arte, is set in Berkeley and utilizes improvisation and mask work while asking the question: Just where the heck are all the parking meters going? Tickets are a \$5 donation for students and TBA members, and a \$10 donation for general admission. Details: 464-1888.

## Berkeley City Club

"The Women at the Tomb" by Michel de Ghelderode, Aug. 29 and 30. This one-act play takes place on the night of the resurrection of Jesus from his tomb. Saturday, 8 p.m.; Sunday, 2 p.m. and 6 p.m., 2315 Durant Ave., Berkeley. Details: 540-6858.

## Mime Troupe

The San Francisco Mime Troupe presents "Damaged Care," a satirical look at the current state of health care in America, where market pressures have turned a newly privatized hospital into a "Health" outlet. Aug. 29 and Aug. 30, 2 p.m. at Live Oak Park, Shattuck Avenue and Berryman Street, Berkeley. Free. Details: (415) 285-1717.

## Unlimited

"No Limit" written and directed by screenwriter Kevin Quinn will be performed at the Julia Morgan Theater Aug. 27 through Aug. 30. 8 p.m. Thursday, Friday and Saturday, 7 p.m. Sunday, 2640 College Ave. The play contains strong language and adult situations. Details: 842-1300.

## Free Shakespeare

The Shotgun Players present a month of free performances of Shakespeare's "Richard III" on Fridays and Saturdays through Sept. 5 at King Junior High School, 1781 Rose St., and in the Hink's parking garage, Shattuck and Kittredge, on Sundays through Sept. 13. Performances at both Berkeley venues begin at 7 p.m.

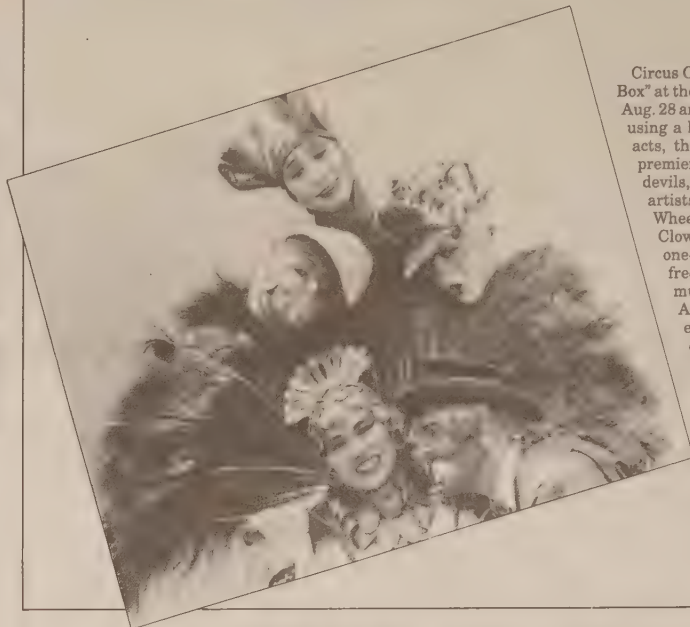
## Singing out!

New singers are invited to sing with the Contra Costa Chorale on Thursdays from 7:15 p.m. to 9:45 p.m. at the Hillside Community Church, 1422 Navallier St., El Cerrito. The chorale will be singing Handel's "Israel in Egypt." Performances are scheduled for Nov. 14-15. The chorale accepts new singers throughout the year and there is no formal audition. Qualifications include a certain amount of music reading ability and singing experience, ability to carry a tune and pleasing voice quality. Details: 527-2026.

## Jewish Youth Theatre

The Jewish Youth Theatre is sending out a call for directors, stage managers, production staff and a cast of four men, seven women (teenagers and adults) and four children. The play takes place at Auschwitz from 1942 to 1945 when more than 15,000 Jewish children were gassed through the town. Only about a hundred were still alive when they were liberated at the end of the war.

## CIRCUS CHIMERA COMES TO TOWN



Circus Chimera presents "The Toy Box" at the El Cerrito Plaza, opening Aug. 28 and running through Sept. 7 using a blend of traditional circus acts, theater and fantasy. In its premiere season, motorcycle daredevils, flying mermaids, aerial artists, the death-defying Double Wheel of Destiny and Archie the Clown spring to life under the one-ring big top. The animal-free performance includes multimedia special effects. Admission is \$15 to \$12 general; \$9 to \$6 children under age 12. The circus box office opens at 10 a.m. daily. For reserved seats in advance call 1-800-ONE-RING.

## Stage

## New plays



'Southland' actors Amy Lewis, left, Euclides Pereyra, Mo McFeely, and Rani Ranade. Not shown, Iain Mann.

"Southland," a new play written and co-directed by Dominic Mah with music by Gabby Alter, is being presented Aug. 29 at the Metal Shop Theater at Willard Middle School, 2425 Stuart off Telegraph, enter on Regent. Admission to all shows is pay-what-you-can. Details: 982-0433.

Sierra Murphree photo

New Epic Space Company presents the world premiere of the political comedy "Wormwood," written and directed by UC-Berkeley graduate student and former Congressional campaign manager Michael Signer. The play opens at 8 p.m. Aug. 29 at the Hotel Shattuck's Bitter End Cigar Shop, at Shattuck and Allston Way in Downtown Berkeley. Details: 845-3443.

Jim McCarthy photo



John Schumacker as Burden Gray and Selana Allen as Baby Blue Moone in the production, "Wormwood."

## Dragons in the estuary

The 1998 California International Dragon Boat Festival comes to the Oakland Estuary Aug. 29 and Aug. 30.

In addition to competitions featuring world-class recreational, coed and youth teams racing in specially constructed, colorful dragon boats, there will be entertainment and an arts and crafts festival. Admission is free.

The festival runs Saturday from 9 a.m. to 4 p.m.; and Sunday, 9 a.m. to 5 p.m. at the Oakland Estuary, Jack London Square, Alice Street and The Embarcadero. Details: (415) 353-3538.

## Auditions

The Masquers are holding auditions for Stephen Sondheim's "Into the Woods," Aug. 30 at 6 p.m. and Aug. 31 at 7 p.m. and Sept. 1 at 7 p.m. Callbacks: Sept. 3 at 7 p.m. Masquers Playhouse, 105 Park Pl., Point Richmond. Details: 439-3921.

## LAKE WOBEGON OVERFLOW

By Carol Egan  
Staff reviewer

Although its new season hasn't yet begun, Cal Performances presented a special end-of-summer event that brought an enthusiastic audience from far and wide last Saturday. The occasion was an evening with Garrison Keillor, radio superstar of "The Prairie Home Companion." Joined by his musical associates The Hopeful Gospel Quartet (singers Kate MacKenzie and Robin and Linda Williams), superbly supported throughout the evening by bass player Dick Hedlund and the virtuoso pianist Richard Dworsky, Keillor's appearance caused radio fans to come out in force.

The Bunyanesque Keillor, a hero from the Midwest whose mellifluous tones sounded just as sweet in person as over the airwaves, introduced the quartet with the first of many of

the evening's humorous anecdotes. "We started the barber-shop quartet as a 4-H project. We were town kids." Starting his singing career in a choir, Keillor recalled one of the first songs he sang, the German "Lebensfriebe," then segued easily into a quartet rendition of "By the River of Babylon" and a medley of hymns.

The revival meeting atmosphere, perhaps a first for Zellerbach, was enhanced by frequent sing-alongs with the audience. Aside from the opening duet, "Hello, Love," (performed by Keillor and MacKenzie), a brief medley of Buddy Holly tunes, a lovely Shenandoah folk song played on dual guitars and sung by the Williams duo, and a rousing pop tune encore, the remaining musical segments, of which there were many, sounded woefully similar. Applying the word "gospel" to this music is not

only misleading but an affront to the dynamic and rousing style we usually associate with that genre.

The real pleasure of the evening lay elsewhere, however. Keillor, perhaps one of the world's greatest story tellers, delighted us with interspersed anecdotes and his lengthy second trademark act "News from Lake Wobegon," beginning with the famous



Garrison Keillor and The Hopeful Gospel Quartet

"It's been a quiet summer in Lake Wobegon" before proceeding to divulge some of the sordid little family secrets everyone has hidden in their closet. His unique blend of irony, Americana, and wit

See WOBEGON on B3



## Children

### Tilden Park

"Laurel Canyon/Peak Trail Hike," Aug. 29, 10 a.m., a somewhat strenuous hike through Laurel Canyon and on to Wildcat Peak, for age 7 and older. "Jewel Lake Hike," Aug. 29, 3 p.m., a walk along a favorite trail. "Early A.M. Bird Walk," Aug. 30, 8 a.m., a hike along lower Pack Rat Trail, for age 10 and older. "Site Stewardship Sunday," Aug. 30, 11 a.m., for age 10 and older. Bring work gloves and help to remove some nonnative plants. Registration required.

Tilden Merry Go-Round is operating through Labor Day.. Daily, 11 a.m. to 5 p.m. \$1 a ride. Take Canon Drive off Grizzly Peak Boulevard, Berkeley. Details: 525-2233.

### La Peña

La Peña offers a program of stories and songs for children every Saturday morning at 10:30 a.m. Admission, \$3 general; \$2

children. 3105 Shattuck Ave., Berkeley. Details: 849-2572.

### Cruising the Delta

Cruise up the Sacramento River aboard the double-decked Betty T on Aug. 28. The East Bay Regional Park District outing starts at 9 a.m. and is for ages 8 and older. \$42. Board in Antioch. Details: California Delta. Details: 636-1684.

### Campfire program

Anthony Chabot Campfire program about snakes, bats, the moon and nocturnal animals. Saturday, Aug. 29 at 8 p.m. in the Chabot campground. Free. Lake Chabot Road, San Leandro. Details: 521-6887.

### Kid's art

The Museum of Children's Art weekend open studios, Saturday and Sunday, 2 p.m. to 4 p.m. A chance for families to work on art

projects together. \$3. 560 Second St., Oakland. (510) 465-8770.

### Story times

Stories will be read at Jack London Square's Barnes and Noble children's book area Thursdays, 4 p.m.; and Sundays, 1 p.m., free. Details: 272-0120.

### Meerkats and more

The Oakland Zoo's new African Savanna exhibit with its mixed-animal aviaries and 11 African Savanna exhibits provides an up-close view of a meerkat family, hyenas, green monkeys and even a savanna monitor.

Other habitats include the "Simba Pori," a savanna and woodland setting for two adult African lions and four young lions; the Mahali Pa Tembo (Place of the Elephant); the Sun Bear exhibit; and Siamang Island. The zoo includes a Children's Petting Zoo, the Skyride, a miniature train, a carousel, picnic grounds and a gift shop. Admission is \$5.50

general; \$3 seniors and children ages 2 to 14; free children under age 2; \$3 parking fee. Open daily, 10 a.m. to 4 p.m., 9777 Golf Links Road exit off Interstate Highway 580, Oakland. Details: 632-9525.

## Events

Continued from B1

### In the Studio

An ongoing, changing exhibit of artwear, clothing, jewelry and works on paper by artists Carol Lee Shanks and Susan Brooks are on display through September at the Strawberry Creek Design Center, 1250 Addison St., Studio 214, in Berkeley. The studio is open to the public on Thursdays from 11 a.m. to 5 p.m. and by appointment. Details: 845-2612.

### Homegrown blues

A free blues series, The Home-Grown Blues, will be held in Old Oakland, Ninth Street between Broadway and Clay, every

Wednesday from 5 p.m. to 7 p.m. through Oct. 14, excepting the Oct. 1 performance, rescheduled to a Thursday because of Yom Kippur. The free outdoor concerts, sponsored by Oakland Victorians Realty, the Bay Area Blues Society, and Oakland's Life Enrichment Agency's Cultural Arts Department, will feature the Caravan of All-Stars revue featuring Sweet Liz and Willie G on Sept. 2; Kids in Blues Day, Sept. 9; Rod Archibald and the Internationals, Sept. 16; Ron Thompson and The Internationals, Sept. 23; The Brummels, Oct. 1; Lady Margaret and The Gentlemen, Oct. 7. On the Oct. 14 blues festival finale, seven different blues artists will perform. Details: 238-1630.

### California H<sub>2</sub>O

Paintings by three El Cerrito artists — Jack Anderson, Kenneth Siqueira and Charlotte Britton — are included in "Watercolor California '98", the 14th annual exhibition at Oakland's Jack London Village. The show continues through the end of the

month. Exhibit hours are 10 a.m. to 5 p.m. daily. Jack London Village is located at Rockwood and Alice Streets on Oak. Oakland Amtrak station. Color California are on display in the Exhibit Hall. Details: 238-1630.

### Meet me in the parking lot

The Outdoor Film presented by the Berkeley Outdoor Film Festival is back for a second year. Saturday presentations include "Pyramid of Power" at the Gilman St. in Berkeley. Sept. 26. This summer festival features popular music, and starting this year will also screen a mix of new, independent and video shorts. The lot opens for seating at 6 p.m. and the show starts at 7 p.m. The suggested donation is \$5 per person, which also

See M10



### Cafe Tululah

2512 San Pablo Ave. - Berkeley (510) 548-4697

It's the weekend and chores abound... but food first. Think I'll go where the locals go. Always makes me feel welcome when the short, cute waitress at Cafe Tululah greets me, and immediately serves me coffee (she knows my Arabica values).

Think I'll dine in outdoor patio, it's a pleasant setting to start the day. Decisions... healthy or pig out?

The French toast with a pile of fresh fruit, grilled peach pancake, or the homemade portobello mushroom hash with eggs always are good. My, my how creative -- tempura asparagus with mango salsa on mixed greens. No, my tummy is crying for old fashioned comfort food.

"Are you ready?"

Yes ma'am. "Bacon, two eggs over easy, the red russet potatoes and yams, and a muffin -- butter too." Great food, carefully prepared in a charming setting. What's not to like?

### Farmer Joe's Market Place

3501 MacArthur Blvd. - Oakland (510) 482-8178

Do you frequently have to make a midweek grocery stop to pick up fresh foods or gourmet bread? And is your objective quality selection and savings; along with free parking and convenient location -- then let's get home. Not only does

Farmer Joe's meet all this, it also features organic poultry, fresh fish, dairy products, gourmet delicacies, bins with grains, nuts, etc., and other basics. The large variety of fresh and organic produce are tempting to over buy, but fruit and veggies are a kind way to indulge. Open 7 days. Everything you need for a complete meal -- short lines, comprehensive stock in one quick stop!

### I Love Ice Cream

1162 Solano Ave. - Albany (510) 525-6340

Good ice cream is welcome year round -- and it's almost un-American not to indulge in a cone during hot summer days. Open 7 days, I Love Ice Cream offers classic ice cream, gelato, healthy smoothies, homemade cookies, delicious sandwiches, nonfat yogurt and espresso.

Experience love at fist bite with the Cappuccino Crunch. The old-fashioned Root Beer Float is a refreshing tip down memory lane. The real scoop is there's something for everybody at this friendly neighborhood ice cream store. Plus free parking.

### La Creme de la Creme

5362 College Ave. - Rockridge (510) 420-8822

To step inside La Creme de La Creme is to be inundated with the aromas and flavors of traditional country French cooking. Regional

and traditional recipes have been infused with the fresh bounty of ingredients that California offers. The diverse menu offers temptations for every palate, ranging from the warm goat cheese salad to steaming bowls of French stews, hearty duck and bean cassoulet, to grilled fresh fish.

The award winning desserts such as chocolate pizza or gateau swimming in fresh raspberry sauce is a culinary achievement. Come in and bring your appetite... and enjoy the luscious flavors of yesterday's country French cooking.

### Magic Garlic

1403 Solano Ave. - Albany (510) 528-9898

Magic Garlic of Albany is the East Bay's only garlic restaurant. New owners Bob and Barbie are pleased to offer a delicious array of fresh pastas and other fine foods, with as little or as much garlic as you want. Open daily for lunch and dinner. Sunday Brunch offers a variety of pastas and baked goods, plus made to order omelets. Brunch served from 10 a.m. to 2 p.m. \$8.95 for adults, \$5.95 for kids. Daily specials, office parties

or small parties for an occasion and catering on or off premise.

### Nava Restaurant

5478 College Ave. - Rockridge Oakland (510) 655-4770

The unique, robust Southwestern cuisine, Santa Fe style will surely please your palate. The menu includes spicy, succulent seafood featuring salmon, clams, halibut and seasonal fish. Nava's succulent wood-grilled rack of lamb comes with fresh mint pesto, the thick stuffed pork chop is yet another to-die-for special.

The seared medium-rare ahi tuna with ancho chile and chipotle aioli is sensational. The attentive service and wine selection make Nava a dining destination. Experience Nava's wonderful flavors... and clip ad for the 2 for 1 coupon. Starting in September, open for lunch Tuesday through Sunday!

### Paramount Theater

2025 Broadway - Oakland (510) 465-6400

This splendid theater is one of the nation's premier performing

arts facilities. Built in 1931 and now fully restored to its original elegance, the Paramount Theater is a national historic landmark. Ongoing entertainment includes live performances featuring the Oakland Ballet and the Oakland East Bay

symphony. In addition, Paramount presents popular shows, stage plays and musicals. Call for information on performances and group tickets available.

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## MORE

Continued from B2

good works. This year's lineup: Aug. 29, "Forgiveness"; Sept. 5, Goldfinger; Sept. 12, To Wong Fu, Thanks for Everything!; Sept. 19, "Lama & Louise"; Sept. 26, "Python and the Holy Grail," plus the Orville indie shorts night.

## More than clay

The Richmond Art Center exhibition, "More Than Clay: The Collection of Ceramics," runs Sept. 2 and runs through Sept. 14, Tuesday through Friday, 10 a.m. to 4:30 p.m., at 25th and Barrett Avenue.

Approximately 150 ceramic works by renowned artists from the San Francisco Bay Area, North and South California and throughout the world will be on view. Both innovative and traditional uses of clay are represented by sculpture, functional ware and small murals. Call: 620-6772.

## Strong women

"Strong Women: A Literary Film/Video Series," will be held on Thursdays, starting Sept. 3, from 1:15 p.m. to 3:15 p.m. at the North Berkeley Senior Center, 1901 Hearst, corner of Martin Luther King Jr. Way. (AC Trans-

sit bus #15) Register at the first class meeting for this free course offered through the Berkeley Adult School Older Adult Program. Details: about the class, 549-2970 after 9 a.m.; about the center, 644-6107 between 8 a.m. and 5 p.m.

## Woebegon

Continued from B1

held one captive while titillating the imagination with visions of gawky Midwestern teenagers, smug God-fearing elders, and occasional flashes of glamor and tragedy.

From one of the opening monologues, a treatise on the powerlessness of singing bass in a quartet ("It's like being in the engine room while they're up there in the salon, having all the fun... There will never be a three basses concert.") to the description of himself as a budding 13-year old writer with an Underwood, cap-

turing household dramas ("My family believed in secrets. They thought that whatever didn't fit in the picture should go behind it."), Keillor's soft-spoken style captured and held the attention throughout.

Though far from his land-of-the-lakes roots, Keillor's downhome style obviously holds wide appeal. His overwhelmingly popular Prairie Home Companion show is now celebrating its 25th year. For those living outside the mainstream, this event may have seemed like a curiosity or anachronism. For the majority, however, it was a chance to recapture a sense of one's cultural heritage and memories of less complicated days gone by.

## 'Ancient Future' in the present

**Ancient Future Music**, which combines contemporary sounds of jazz and rock with exotic sounds and rhythms from around the world, performs at Freight and Salvage Aug. 30 at 8 p.m., 1111 Addison, Berkeley. Noted sitar player Ustad Habib Kahn is the special guest artist. Details: 548-1761 or go online at [www.ancient-future.com](http://www.ancient-future.com).



# DINING AND ENTERTAINMENT

## Paramount Theater

2025 Broadway - Oakland  
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This splendid theater is one of the nation's premier performing arts facilities. Built in 1931 and now fully restored to its original elegance, the Paramount Theater is a national historic landmark.

Ongoing entertainment includes live performances featuring the Oakland Ballet and the Oakland East Bay symphony.

In addition, the Paramount presents popular concerts, classic movies, comedy shows, stage plays and musicals. Call for information about performances and guided tours. Group tickets available.

## Parkway Theater

1834 Park Blvd. - Oakland  
(510) 814-2400

[www.picturepizzapizza.com](http://www.picturepizzapizza.com)

It's fun! It's more than a cinema. It's a movie and "wine n' dine" experience all under one roof.

Instead of traditional aisle seating, the Parkway Theater is furnished with table and chair seating, along with a bunch of comfy couches and coffee tables.

Food is more than popcorn and candy. Order pizza, salad or other simple food and it will be brought to your table during the movie. A good selection of wine and beer are available.

Admission is a mere \$3.00 and Wednesday's it's 2 for 1. You must be 21 years or older for weekend matinees.

Slip off your shoes, stretch out, chat with friends or strangers and enjoy the informal atmosphere. The couches go fast, so get there early.

## Pyramid Brewery Outdoor Cinema

901 Gilman St. - Berkeley  
(510) 528-9880

[www.outdoorcinema.com](http://www.outdoorcinema.com)

Enjoy the Outdoor Film Festival featuring wildly popular classics. Big Screen celebrations will be shown on Saturday nights through

September 26.

Audiences bring their own seating (blankets, chairs, whatever) and are actively encouraged to join in the atmosphere of irreverent, laid-back humor and camp-style fun.

This is a walk-in style event with contests for strange and unusual seating; and the most over-dressed. Suggested \$5 donation per person. New concept, good ol' fun!

## Red Sea Restaurant

5200 Claremont - Oakland  
(510) 655-3757

Authentic Eritrean Ethiopian cuisine featuring lamb, chicken, beef, seafood and a large selection of vegetarian dishes and spaghetti.

Red Sea Restaurant has a spacious dining area and a neighborhood atmosphere.

Fresh, low fat meals can be prepared mild to spicy. Relaxing atmosphere. Dining includes regular and traditional Mesob tables; or take out food.

Open 7 days for lunch and dinner. Located near the I-980, Hwy. 24 junction makes Red Sea a commuter friendly destination.

If you haven't tried Eritrean food you'll be delightfully surprised how pleasing it is!

## Trader Vic's

9 Anchor Drive - Emeryville  
(off I-80 at Powell St.)  
(510) 653-3400

Did you know that Trader Vic's offers Merchant's Lunches? The menu continually changes yet the special lunch price remains \$9.00. All lunch entrees include Terrine Creole or Soup of The Day.

On Thursday, August 27 the special is Panko duck tenders with sweet and sour plum sauce.

On Friday, August 28 the special is Pan Fried Salmon with sesame rice. Inquire about the wine of the month, or try Trader Vic's world famous tropical drinks with or without alcohol.

One of the most refreshing things about Trader Vic's is the waterfront location overlooking San Francisco Bay.

Combine that with tropical ambiance and island style specialties... well, let's say that combo makes returning to work a bit difficult but at least you'll return smiling.

Don't forget Island Happy Hour from 4:30-7:00 p.m. Only Monday through Fridays only, 11:30 a.m. to 2:30 p.m.

Dinner Sunday through Thursday 5:00-9:30 p.m., Fridays and Saturdays until 10:30 p.m. The best of Polynesia without the long flight.

## ENTERTAINMENT GUIDE

## "No Limit" at the Julia Morgan Theatre

2640 College Ave. - Berkeley

No Limit, a play written and directed by screenwriter, Kevin Quinn, will premier at the Julia Morgan Theatre in Berkeley Thursday, Aug. 27 through Sunday, Aug. 30. Cast with strong San Francisco/Bay Area talent, the show is in its fourth week of rehearsals.

The drama revolves around six friends on the eve of college graduation. Reflections on their past and apprehensions about their future provoke escalating tensions that bring latent hostilities and attractions to the surface. "No Limit," says cast member Dave Matos, "serves up a Chekhovian slice of life for the 90's heated up with Bud on top."

Tickets available by calling the Willows Box Office, (925) 798-1300. Ticket prices are \$10 for students, \$16 for adults in advance, or \$2 more at the door. Curtain is at 8 pm for Thursday through Saturday, Aug. 27, 28, and 29, and 7 p.m., Sunday, Aug. 30. On Friday, Aug. 28, the performance will feature half price tickets for students with ID.

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FRI., AUG 28	Follow Me Home..... 3 p.m.
	Out of Sight..... 6 p.m.
	X-Files..... 9 p.m.
	(U) Truman Show..... 7 p.m.
	(U) Buffalo 66..... 9:45 p.m.
SAT., AUG 29	Truman Show..... 3 p.m.
	(U) Out of Sight..... 3:30 p.m.
	Out of Sight..... 6 p.m.
	X-Files..... 9 p.m.
	(U) Truman Show..... 7 p.m.
	(U) Buffalo 66..... 9:45 p.m.
SUN., AUG 30	Buffalo 66..... 3 p.m.
	(U) X-Files..... 3:30 p.m.
	Out of Sight..... 6 p.m.
	X-Files..... 9 p.m.
	(U) Truman Show..... 7 p.m.
	(U) Buffalo 66..... 9:45 p.m.
MON. AUG 31	Out of Sight (Cry Room)..... 6 p.m.
	X-Files..... 9 p.m.
	(U) Truman Show..... 7 p.m.
	(U) Buffalo 66..... 9:45 p.m.
TUE., THUR. SEPT. 1-3	Out of Sight..... 6 p.m.
	X-Files..... 9 p.m.
	(U) Truman Show..... 7 p.m.
	(U) Buffalo 66..... 9:45 p.m.

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## 'No Limit'

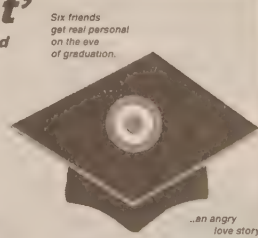
Written and Directed by Kevin Quinn

Advance Phone Orders:  
Call Willows Box Office  
(925) 798-1300

**Ticket Prices:**  
\$10 Student (with student ID)  
\$12 at the door  
\$16 Adult - \$18 at the door

**Student Special:**  
Friday, August 28th,  
half price

(Strong language - adult situations)



Julia Morgan Theatre  
2640 College Avenue  
Berkeley, California

Thursday August 27th thru  
Saturday August 29th 8PM curtain  
Sunday August 30th: 7PM curtain

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In addition to Trader Vic's classic menu items, we have a new early week Special Dinner, Monday through Thursday. Here's just one of our specials:

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Spore Ribs - Crab Rangoon

Mahi Mahi caki Oriental with coconut shrimp sauce and white creamer potatoes

or

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## Reader's Request: Your Comments Count

When you discover a great restaurant or have a unique dining experience, let us know. Suggested categories are:

- Extraordinary Restaurant
- Outstanding Service
- Best Happy Hour
- Wine Selection
- Favorite: Soup, Salad, Entree, Dessert
- Fill In Your Favorite

Please drop us a line .... "your comments count!" Up to 65 words. Submissions must be accompanied with your name to be published on a space available basis.

Mail your submissions to Dining & Entertainment, Hills Newspapers Inc., 5707 Redwood Road, Oakland, CA 94619; Fax (510) 339-3053; or e-mail to: [lynneoj@ix.netcom.com](mailto:lynneoj@ix.netcom.com). Thanks for your support.

## Pig Me Up

A refreshing tropical fruit mix with champagne

- 1/2 oz. grenadine syrup
- 2 oz. orange juice
- 2 oz. pineapple juice
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- 1/2 oz. grapefruit juice
- 3 drops Anodostura bitters

In a blender, combine all fruit juices and syrup with shaved ice. Pour a glass and fill with champagne. Garnish with mint leaf and fruit stick is desired.

Recipe is courtesy of Trader Vic's



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### 1998 Blues Fest Schedule

August 29

- 2:00 - 3:30 John Morris Band
- 4:00 - 5:30 Johnny Tolbert & De Thangs
- 6:00 - 7:30 Clifton Burton Xperience
- 8:00 - 10:00 Ron Thompson & the Resistors

### Who puts on the Berkeley Blues Fest?

The Berkeley Blues Fest is produced annually by the Downtown Berkeley Association, a private nonprofit business association implementing the Main Street revitalization program in Downtown Berkeley. The Main Street program is a national program developed by the National Trust for Historic Preservation which emphasizes historic preservation and economic development through grass roots volunteer participation. There are over 800 cities nationwide participating in the Main Street program. The Blues Fest is undertaken by the Promotion Committee (one of four volunteer Main Street committees) that works on marketing Downtown Berkeley. Other Main Street committees are Design, Economic Restructuring, and Organization which address issues such as streetscape and building design, cleanliness, public safety, and maintaining a strong broad-based organization.

The Blues Fest is made possible by a wide range of sponsors: Bank of America, Ben & Jerry's, Berkeley Civic Arts Program, Berkeley Repertory Theatre, Bison Brewing, City of Berkeley, Cucina! Presto!, Downtown Berkeley Association, Golden Pacific, Hills Newspapers, Jupiter, KFOG 104.5/97.7 FM, Oxford Center, Pyramid, The San Francisco Bay Guardian, Triple Rock, Twenty-Tank, and UC Berkeley Extension.

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CHEVROLET 1990 Suburban Silverado, 1 owner, 4-wheel drive, silver, good condition, \$10,500. 510-321-8804.

CHEVROLET 1997 Suburban 1500LT 4x4, 17K, loaded, dark green, immaculate. \$33,500. Call 510-524-6679.

CHEVY 1996 Tahoe, great condition, leather, looks brand new. All options. 501-6750, 306-6715 page

CHEVY 1995 CORSCA, ABS, loaded, STK#456750 CLEARANCE \$7,995

Lloyd Wise  
Used Car Supermarket  
638-4000

CHRYSLER 1997 SEBRING Convertible, Go topless in style. STK#456304 CLEARANCE \$15,990

Lloyd Wise  
Used Car Supermarket  
638-4000

### 101 Autos

COCHRAN & CELLI TRUCK CENTER Fleet & Truck Manager Bill Bassett

Fax 510-597-7727  
Phone 510-450-6600  
Fax and Phone Quotes OK!!!  
Suburban Jeep Tahoes

DODGE 1997 STRATUS, Automatic, Loaded, Great Car! #658997

Value Price: \$13,967  
USED CARS FROM SATURN OF OAKLAND 510-891-4610

DODGE 1996 STRATUS, AT, Loaded, Great Car! #658997

Value Price: \$13,967  
USED CARS FROM SATURN OF OAKLAND 510-891-4610

SELLING YOUR CAR?

List It In Our Autos For Sale 339-8777

DODGE 1995 DAKOTA, Bestline, ABS, Custom Wheels! STK#456660 CLEARANCE \$7,995

Lloyd Wise  
Used Car Supermarket  
638-4000

DODGE 1994 GRAND CARAVAN SE, Automatic, Cruise, Tilt STK#455870 CLEARANCE \$9,990

Lloyd Wise  
Used Car Supermarket  
638-4000

DODGE 1993 GRAND CARAVAN SE, Automatic, Cruise, Tilt STK#455870 CLEARANCE \$10,880

Lloyd Wise  
Used Car Supermarket  
638-4000

DODGE 1990 CARAVAN, AT, V-6, Why pay more? #248624

Value Price: \$6,995  
USED CARS FROM SATURN OF OAKLAND 510-891-4610

DODGE 1990 CARAVAN, V-6, Automatic, Why Pay More? #248624

Value Price: \$6,995  
USED CARS FROM SATURN OF OAKLAND 510-891-4610

ESCAPADE 1998 ESCORT SE, A/C, sport group, pwr steering, brakes, AM/FM, cassette, aluminum wheels. Vin# 324919

Value Price: \$13,884  
NOW PRICED: \$10,998  
Lloyd Wise  
Used Car Supermarket  
638-4000

ESCAPADE 1998 ESCORT SE, A/C, sport group, pwr steering, brakes, AM/FM, cassette, aluminum wheels. Vin# 324919

Value Price: \$13,884  
NOW PRICED: \$10,998  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1998 MUSTANG, 4-door, auto, pwr windows, locks, CO, spoiler. Vin# 124330

Value Price: \$17,775  
NOW PRICED: \$14,998  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1998 MUSTANG GT, V-6, A/C, pwr windows, locks, mirrors, AM/FM, Vin# 228748

Value Price: \$22,445  
NOW PRICED: \$18,998  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1998 MUSTANG GT, V-6, A/C, pwr windows, locks, mirrors, AM/FM, Vin# 228748

Value Price: \$22,445  
NOW PRICED: \$18,998  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1998 RANGER XLT, power steering, brakes, cassette, aluminum wheels, sliding rear window. Vin# B42540

Value Price: \$13,485  
NOW PRICED: \$10,998  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1998 RANGER XLT, power steering, brakes, cassette, aluminum wheels, sliding rear window. Vin# B42540

Value Price: \$13,485  
NOW PRICED: \$10,998  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1998 RANGER 4X4 Super Cab XLT, V-6, fairside plus pkg, AC, roof rack, fog lamps, AM/FM, CD, aluminum wheels. Vin# 817806

Value Price: \$19,210  
NOW PRICED: \$15,498  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1998 RANGER 4X4 XLT, V-6, off road pkg, fog lamps, AM/FM, CD stereo, chrome wheels, sliding rear windows. Vin# A16801

Value Price: \$16,944  
NOW PRICED: \$13,998  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1998 TAURUS SE, DOHC V-6, A/C, pwr windows, seats, locks, mirror, tilt, cruise, cassette, sport grp. Vin# A151774

Value Price: \$20,515  
NOW PRICED: \$16,998  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1998 TAURUS SE, DOHC V-6, A/C, pwr windows, seats, locks, mirror, tilt, cruise, cassette, sport grp. Vin# A151774

Value Price: \$20,515  
NOW PRICED: \$16,998  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1998 WINDSTAR, air, pwr windows, locks, mirror, 7 passenger, Five Star Safety. Vin# D75091

Value Price: \$21,140  
NOW PRICED: \$16,998  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1997 ESCORT, Auto, AC pwr mirrors, AM/FM, cassette, lock top, low miles. Vin# 390640

Value Price: \$9,998  
NOW PRICED: \$8,498  
Lloyd Wise  
Used Car Supermarket  
638-4000

### 101 Autos

FORD F350 1995 1-ton, 4x4, 2000 miles, CD, 17K, 31 inch B.F.G.'s, shell, carpet kit, Flowmaster exhaust, too much more to list, mint condition. 81eve 510-522-1195, pgr 510-425-5023. \$27,000. OBO.

FORD 1996 CONTOUR SE, DOHC B6, auto, air, pwr windows, locks, seat, sport group, aluminum wheels. Vin# 237580

Value Price: \$14,998  
NOW PRICED: \$12,498  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1998 CROWN VICTORIA LX, 4-door, V-8, auto, leather, LX comfort group, pwr seats, AC climate control, 12 spoke aluminum wheels. Vin# A118532

Value Price: \$22,498  
NOW PRICED: \$22,498  
Lloyd Wise  
Used Car Supermarket  
638-4000

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Value Price: \$22,498  
NOW PRICED: \$22,498  
Lloyd Wise  
Used Car Supermarket  
638-4000

FORD 1996 Explorer XLT, leather, air, pwr windows, locks, mirrors, cassette, Mint Rich 510-417-6629.

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FORD 1996 Explorer XLT, leather, air, pwr windows, locks, mirrors, cassette, Mint Rich 510-417-6629.

### 101 Autos

HONDA Civic 1987 4-door automatic new Alpine stereo, excellent condition \$3,100. 540-6827

HONDA 87 Civic Wagon

Yes a wagon, a speed wagon, very good condition. Only \$3,788. Factory ID#003240

Berkeley Toyota Use Car Dept 510-843-2955

HONDA 1987 Civic EX 2-door Coupe, Black, electronic moonroof, pwr, locks, windows, mirrors, AM/FM, AC, cruise tilt, 12K miles. Wow! Vin# 005595

Value Price: \$14,498  
NOW PRICED: \$12,498  
Lloyd Wise  
Used Car Supermarket  
638-4000

HONDA 1986 Accord LX, 4-door, AC, pwr windows, locks, mirrors, AM/FM, AC, cruise tilt, 12K miles. Wow! Vin# 005595

Value Price: \$14,498  
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### 101 Autos

ISUZU 1988 Trooper, 4-wheel drive, power steering, brakes, dependable, loves snow! \$4500, must sell 510-465-7306

JEEP 1992 Cherokee, 4x4, 4WD, 5-speed, air, 6-cyl, 105K New tires, excellent condition! \$9,500

Value Price: \$9,995  
NOW PRICED: \$8,495  
Lloyd Wise  
Used Car Supermarket  
638-4000

JEEP 1989 WRANGLER, auto, A/C, 6-cyl, 64K miles, new top! #124477

Value Price: \$9,995  
NOW PRICED: \$8,495  
Lloyd Wise  
Used Car Supermarket  
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JEEP 1989 Wrangler, V-6, Automatic, new top, wheels & tires, 10K miles. STK#456950 CLEARANCE \$12,990

Lloyd Wise  
Used Car Supermarket  
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JEEP 1989 Wrangler, V-6, Automatic, new top, wheels & tires, 10K miles. STK#456950 CLEARANCE \$12,990

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### 403 Help Wanted

**OFFICE ASSISTANT**  
Part to full-time for small engineering office. Deliveries, filing, blue line prints, phones and small jobs. Must know Bay Area, be task oriented, hardy, efficient & have current CDL. Fax resume to: 510-769-1261

► To Place A Classified Ad Call 339-8777 ◀

**OFFICE Help/ Customer Service**  
Drives and blinds Full or Part-time Will Train Call Dottie Monday, 510-855-4752

**OFFICE Secretary, full or part time**  
Computer literate. Fax resume to: 510-855-4752

**OMNIDESIGN!** Creative home furnishings store! Full-time, benefits, advancement. Stimulating design environment! Apply: 3966 Piedmont Avenue

**ORDER taker for Alameda**  
computer company. Some computer experience, \$7/hr 925-2347.

**PART-TIME** infant care, afternoons, evenings, North Berkeley, experience and fluent English required, car preferred 526-1152.

**PART-TIME sales clerk/ receptionist** for busy retail store. Days evening, week ends (flexible). Must have excellent customer service skills, retail experience & fluent English required. Call Dottie Monday, Friday 9 a.m. 510-855-4752

**PART TIME MANAGER ASSISTANTS** - Alameda. Oakland solid store seeks qualified energetic team to manage customer experience. Must enjoy public relations, 2 days/week, 6-7 p.m. Salary \$7-\$8 hour DOE Apply at 500 High Street, Oakland

**PAYROLL/HR**  
Dynamic East Bay Mapping company seeks part-time payroll/HR assistant. Strong payroll background with ADP program experience preferred for bi-weekly payroll preparation. Responsibilities include administration of employee benefits, insurance, 401K etc. Send resume with cover letter to H.W. Inc., 8407 Edgewater Drive, Oakland, CA 94621. Ref: PRHR EOE

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**PHOTOGRAPHER** in Albany studio experienced, full or part-time. Fax resume: 631-0181 or Call 556-1187

**PLUMBER**  
Journey level, 5 years minimum experience. Custom residential/light commercial. San Francisco/ East Bay 510-531-7721

**PRINTING** - Your source for fine stationery & invitations for over 50 years in Rockridge  
**Fleming's Letter Shop**  
5453 College  
510-653-7414

**PRINT SHOP** - Established new facility in Rockridge seeks clerk with experience in customer relations, job orders, Mac use, etc. Fax experience resume to: 510-653-3535

**REAL ESTATE SALES**

**FREE TRAINING!**  
Quick Licensing, fee reimbursement, and FREE training for licensed agents. Positions available

**Call Prudential**  
California Realty/  
Mason McDuffie  
Monday - Friday  
10 a.m. - 4 p.m.

1-800-499-5551

**RECEPTION/ OFFICE CLERK**  
Cheerful with good phone manner for non-smoking, busy office Typing and heavy phones, experience preferred. Fax resumes: 510-451-3797

### 403 Help Wanted

**RECEPTIONIST/ CLERICAL**  
Part-time, \$10 per hour. North Berkeley chiropractic office seeks cheerful and detail oriented front office person with good work ethic and data entry skills. Send resume to: Herndon Clinic 406 Berkeley Park Blvd., Kensington, CA 94706. Attention: Claudia

**RECEPTIONIST**, part-time, downtown Oakland Health Club. Very early mornings. Responsible and reliable. 510-452-3755

**RECEPTIONIST** (\$301-\$237 MONTH)  
UCSF Foundation seeks a front-desk person to receive high-level personnel, including staff, officials and donors to the University. The ideal candidate will possess 2 years' experience, including customer service skills and a professional manner. Send resume to: UCSF HR, J04 N041015, 1550 7th Ave., SF, CA 94143-0832. UCSF is an affirmative action, equal opportunity employer.

**UCSF**

**RECEPTIONIST**  
Part-time reception position for busy chiropractic office. Efficient, responsible and energetic. Computer experience, 2 years. Approximately 28 hours/week afternoons. 510-534-5756

**RECEPTIONIST** - Exciting, fast paced high tech company needs multi-tasked receptionist with minimum typing of 50 wpm and Microsoft Word skills. Friendly entrepreneurial environment. Must be organized, have excellent communication skills, detail oriented. Fax resume to: 510-769-9983 attention: Debra

**Receptionist/ Administrative Support**  
For Engineering Company, Oakland office Word 6.0/Excel, 50-60 wpm, math, spreadsheet skills; good proof reading skills required. Competitive salary, benefits. Fax resume to: 925-299-7970 attention: Leann Cobb

► To Place A Classified Ad Call 339-8777 ◀

**RECEPTION/ Secretary**, part-time for Oakland County. Typing, answer phones, file. Good communication skills and dependable. Flexible hours, approximately 20 hours per week. Temporary position available during September and October. Call Marcia 9-3 p.m. 510-339-3066, or fax resume to 510-268-8699

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# Real Estate



The Montclarion  
The Piedmonter  
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The Journal

August 27-28, 1998

C-1

## Firm Foundation

Don Pearman

## Fire season coming; or has it arrived?

Throughout California, the risk of an earthquake damaging your house varies greatly, depending on how near you are to an active fault and the severity and frequency of seismic activity expected from that fault.

### Earthquakes one thing

For example, geologists researching earthquake potential in the Bay Area have determined that there are more faults with the potential for more seismic activity than previously charted. This also means more damage, than previously thought possible.

An region like the Bay Area—Southern California, for instance—can be expected to have a sizable number of earthquakes every year, and newly located faults only add to the existing hazard.

Some parts of California have fewer faults—Sacramento is one of these. The Sacramento faults also are older and less active, so the risk of earthquake damage to property in the Sacramento area is much less than in Hayward or Northridge.

Whatever the risk of earthquake, little can be done to lessen the effects of seismic activity other than building stronger and more earthquake-resistant structures and keeping them in good repair. You can't change the fault, but you can try to mitigate its effects.

### Fire another

Fire is another matter. Fire is not lurking in the ground, waiting to erupt; the risk of fire is based on an area's variety and density of vegetation, its topographical features, the characteristics of the structures, its cli-

mate and the reasons for past fires. Keeping careful track of these factors can help fire experts predict the probability of fire in the future and help people plan to lessen the risk.

### High risk factors

Unfortunately, this does not always happen. For example, in the Oakland and Berkeley hills in the fall of 1991, all the high-risk factors were present. Not enough heed was paid to the risk, however, and the result was the most costly fire in this country since 1900.

An area with little vegetation, a flat topography, houses of fire-resistant materials such as concrete blocks, residences located far apart to prevent fire spreading from house to house, a temperate climate and few historical fires, in short, a very low fire-risk area might seem to be a good place to live.

Unfortunately, areas with most of those factors, such as Barstow or Coalinga, are not places that large numbers of

See FIRE on page 2

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The home features a large formal dining room and a sunny breakfast room with

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workshop. Arched doorways, beamed cathedral ceilings, hardwood floors and architectural detail contribute to the beauty and livability of this exceptional property.

Asking \$600,000. Call Todd Hodson at 527-9111 or 273-9515



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VICTOR FIERRO 339-8900 x 248

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Beautiful bay-view building designed by Carl Wameke. Level-in. Plank hwd, redwood beams. Walk to shopping and bus.  
D.C. HODGES 339-8900 x 223

**BEST BUY IN UPPER ROCKRIDGE.....\$644,900**  
Less than 1 year old custom 4BR, 4BA home with top quality materials and stunning architectural details.  
CARIN CAROE 339-8900 X 218

**REDUCED & READY FOR NEW OWNER.....\$499,000**  
One of a kind traditional 9-yr old home, approx. 3300 sf, 3BR, could be 4, 2 fireplaces, fenced yd, SF Bay view, hardwood floors, gorgeous.  
LOIS C. JOHNSON 339-8900 X 226

**GOLDEN GATE AND VERDANT VIEWS!.....\$499,000**  
Piedmont Pines 5BR, 3.5BA, family room and rec room. Formal dining room and breakfast area. Wonderful outdoor living, over 1/2 acre! 2 fireplaces.  
HELEN NICHOLAS 339-8900 X 238

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**HEART OF MONTCLAIR IN THE WOODS!...\$349,000**  
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**RELAX & UNWIND IN PEACEFUL CHARM.....\$339,000**  
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**NOT A DRIVE BY!.....\$329,000**  
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JAN NEFF 339-8900 x 243

**VISTAS OF SAN FRANCISCO AND BAY!.....\$329,000**  
Avenue Terrace Neighborhood, built 1970, tucked away for maximum privacy! 3BR, 3BA, sep dining, rec rm. Level outdoor living.  
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**FORESTED & SERENE IN MONTCLAIR.....\$299,000**  
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MEL COPLAND 339-8900 x 255

**OPEN SUN 2-4:30**

**MONTCLAIR VIEW HOME .....\$599,000**  
Major price reduction on this luxury home in prime location. Over 3400 sq. ft. on private 1/2 acre 5BR, 4BA, 4 garages.  
HARRY KRESS 339-8900 x 242

**OPEN SUN 2-4:30**

**GLENVIEW - LEVEL & PRIVATE.....\$245,000**  
Enjoy complete privacy on the level patio with garden. 3BR, 2BA. Newer gas kitchen. FDR. Traditional style. Hardwood floors.  
HAL CASTLE 339-8900 x 220

**GLENVIEW. MANY UPGRADES.....\$282,000**  
Bright 3BR, 3BA with Bay view. Ready to move in to, new roof, plumb/elec., furnace. Remodeled kitchen. Home office/teen space.  
LYN MURRAY 339-8900 x 227

**PETITE HOME AND STUDIO COTTAGE.....\$199,000**  
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STEVEN BIASATTI 339-8900 x 239

**SEXY CONDO WITH SPA AND GARDEN.....\$184,500**  
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D.C. HODGES 339-8900 x 223

**LOTS ALL OVER THE PLACE.....\$19 - \$150K**  
On El Sobrante, 43A level \$75K @ 4 On Skyline with views \$105-150K. On Redwood Road 1.6A w/ views \$365K. On Joaquin Miller Area with view \$150K.  
NICK LAVROV 339-8900 x 219



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## Rates hold steady

In Freddie Mac's Primary Mortgage Market Survey for the week ending August 21, the 30-year fixed-rate mortgage averaged 6.92 percent, with fees and points averaging 1.1, up a single basis point from last week's average of 6.91 percent.

In the last week of August, 1997, the 30-year fixed rate mortgage averaged 7.46 percent.

The rate for 1-year Treasury-indexed adjustable-rate mortgages (ARMs) averaged 5.58 percent this week, with fees and points averaging 1.1, down 2 basis points from last week when it averaged 5.60 percent.

A year ago, the one-year ARM was 5.56 percent.

The average for 15-year fixed this week was 6.61 percent, with fees and points averaging 1.1, like the 30-year fixed down a single basis point from last week's average.

This time last year, the 15-year fixed was 6.99 percent.

"Housing continues to be strong, as seen in the high number of housing starts last month," said Robert Van Order, chief economist for Freddie Mac.

"A lot of this has to do with the Asia's troubles. While the problems in the Asian markets will hurt some areas of our economy, it has helped to keep the housing sector ac-

tive. And although housing will slow down in the near future, there is every reason to believe it will remain in good health."

Freddie Mac is a stockholder-owned corporation chartered by Congress in 1970 to create a continuous flow of funds to mortgage lenders. The corporation supplies lenders with the money to make mortgages and packaging the mortgages into marketable securities.

In this way Freddie Mac sustains a stable mortgage credit system and reduces the mortgage rates paid by homebuyers.

Over the years, Freddie Mac has opened doors for one in six homebuyers in America and two million renters.

More information about Freddie Mac can be found on the company's Web site, [www.freddie.com](http://www.freddie.com). Updates on the latest Freddie Mac averages are available each Thursday after noon. Call toll free 888-780-2060 for updates.

On July 31 the Federal Home Loan Bank of San Francisco pegged the 11th District Cost of Funds Index (COFI) for August 1998 payments at 4.881 percent unchanged from July 1998. The COFI is the index widely used by the savings and loan industry for its adjustable rate mortgages.

## Fire

Continued from page one

of people choose to congregate. Areas with lots of trees and other vegetation, hills, valleys and canyons, houses of wood with wood roofs, residences clustered close together and a history of past fires seem to attract a lot of California's population — Berkeley and Malibu come to mind.

Even in high-risk areas, there are only a few "red flag" days during which the humidity drops, the temperatures climb, and the winds increase in velocity, the days of the Santa Ana or Diablo winds. These days push an area that is prone to fire into one with a frightening likelihood of having an out-of-control conflagration to fight.

### Changing patterns

Modifying the surroundings in a fire-prone area can lessen the risk. Changing the vegetation pattern is a very good way to do this. Plants normally contain moisture, requiring water to thrive. If the humidity is 65 percent or more, plants will lose very little moisture to the air.

When the moisture in the air drops because of prevailing

weather conditions, plants, losing moisture to the air more rapidly than usual, become much more susceptible to fire. When the humidity is as low as 15 percent, danger to plants increases alarmingly.

High temperatures cause fuels, such as vegetation and combustible structural materials, to burn much more rapidly. High winds will spread fire, and a fire will create its own wind by sucking in surrounding air in order to feed the combustion.

### Let's get to work

What can you, as a homeowner, do to lessen the fire risk of your home and your neighborhood?

**Clear vegetation from around your house.** Plant fire-resistant ornamental shrubs and trees. Keep existing plantings well-trimmed.

For instance, junipers are a very popular bush, growing low to cover ground or tall by doorways or windows, but after drought and dry weather, these plants can become torches in a fire, spreading the flames rapidly and igniting structures with radiant heat.

Many houses in the 1991 Oakland fire were ignited by heat that the junipers decorating the property generated.

**Invest in a fire-resistant roof.** If yours is of wood shingle or shake, it's time for a change. But having a fire-resistant roof doesn't stop there; it also means keeping your gutters free of needles, leaves, or other materials. Wood roofs and full gutters have been documented to be major causes of fire spread in our recent disastrous fires.

**Check the water supply near your house.** A garden hose can be used to put out small fires before they become big ones. In the Oakland fire of 1991, I fought the fire in an area in which a block of homes and the surrounding vegetation on the downhill side of the street burned completely.

Yet I was able to save the houses on the uphill side of the street by using garden hoses at several residences to keep the radiant heat from igniting the shrubs, fences, decks and houses. Two days later when I returned to the neighborhood where I had been, I was amazed to see a home standing where all the rest had burned.

This wood-sided home had a proper vegetation clearance around it, a Class A fire-retardant roof, and clean gutters; it survived while everything around it went up in smoke.

### Red flag potential

Fire experts say that Indian summer is a period that follows a drought or a wet season.

In almost every fire, firefighters report that homes they call "stand." That means that, as they arrived to save that home, while everything else was burning to the ground, the home did not.

The stand alone in a neighborhood may be a well-maintained home with proper vegetation clearance. It may be a little luck — invest a few dollars in decreasing the fire risk around your house.

Don Pearson is a California contractor and author of "The Termite Report: Save Your Home from Termites and Earthquakes." Address: 2001 Hoover Avenue, San Francisco, CA 94602, Call: 415-944-4444, fax: 415-944-4455

Real Estate  
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### HARD TO FIND!

Bay views and terrace yard highlight this bright 2-story 3BD/2BA contemporary home. Only 10 yrs old, the features include hwd flrs in living rms, 2 flrs, kit. w/skylight, Roman tub in master suite, large lot - 7,000 sq. ft. 987 Contra Costa Dr, El Cerrito. Herman Sun 527-9111.

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Live in one of these spacious units and rent the other! Both have 2BD/2BAs, walk-in closets in master suite, and both are equipped with refrigerator, washer and dryer. Doris Alexander 527-9111, 273-8538.

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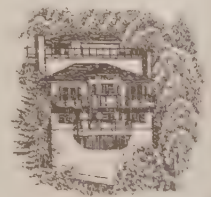
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### 7071 Skyline Blvd., Montclair

Fantastic views of San Francisco from this 6 year old contemporary with open floor plan. 4 bedrooms, gourmet kitchen with adjacent family room and cellar.

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Sandi Klemmer  
Dick Cohen  
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PACIFIC UNION



# Landlord sale pitfalls

Several times every year we are called upon to facilitate a ten-ant-landlord sale.

The benefits seem obvious. The seller already has an able and willing buyer. The buyer knows the property intimately, in most cases has lived there many years. There is no need to market the property and hence no need for real estate agent commissions.

The buyers, knowing that the landlord will save thousands of dollars in commissions, figure that they will get one heck of a deal.

This brings to mind one of the first rules we learned as Realtors in the late '70s from real estate sales trainer Tom Hopkins: "The buyer and seller cannot save the same commission."

## Enter the demon

A real estate sales transaction is a finely tuned dance in the art of negotiation. In nearly every situation, the landlord is in the drivers seat. They own the property and they want a fair market value to maximize their profits. Often, this type of transaction prompts the "demon greed" to rear its ugly head.

In every case we have experienced, the transaction starts out smoothly enough. The tenant contacts us and tells us that if they can't buy their home, the landlord is going to put it on the market. Normally, they tell us that they love their home, they don't want to move and they certainly don't want to deal with their home on the market. Can we get them

loan preapproval?

## A better way

If there is time, this is the ideal first step. In some cases, such as when there is a death of the principle owner and the heirs want a quick settlement, the heirs may want to list the property right away.

In this case, it is important for the tenants to ask the owner to "exclude" them from the listing. This way, once they are preapproved for their loan, they could negotiate to buy it without the seller paying the Realtor's commissions.

Nearly every landlord-tenant sale is an "as-is" sale. The tenant turned buyer has lived in the property and should know its pluses and minuses. However, that does not mean that the seller is allowed nondisclosure of issues that the seller may be aware of and the tenant is not.

## Caveat emptor

Consider this situation which involves a triplex. It was discovered after the completed transaction, that one of the rental units was being used by drug dealers. The tenants buying the property had lived there for six months, but were unaware that one of the upstairs unit's tenants had been busted for drug trafficking a year previously.

Not all "participants" had been prosecuted and they quietly continued their illegal ac-

# MORTGAGE MADNESS



KAREN SENZIG

tivities from the property always paying their rent on time.

About a month after the transaction closed, the police contacted the new owners and told them of their suspicions regarding the remaining tenants. The new landlords were faced with evicting the tenants who proceeded to trash the place.

After the expenses of eviction and cleaning up the unit so that someone would want to rent it again, the new owners were out tens of thousands of dollars. They filed suit against their former landlord for nondisclosure. The suit is still pending.

As with any "as-is" sale, the tenant does not give up his right to inspections. As with any sale, the tenant pays for those inspections such as termite, structural and roof inspections.

The results of which will be ammunition in their negotiation. They can still buy the property "as is," but they can legitimately deduct from the fair market value the costs they will incur for the money spent to repair termite damage and to fix the roof.

## Invest in appraisal

One of the most important investments is an appraisal from a qualified independent appraiser. A single family home will cost about \$300 and a two-to-four unit dwelling between \$450 to \$600. The appraisal will establish a starting point for the buyers and sellers negotiations. The appraisal will be based on sales comparisons of like properties in the neighborhood.

The multiple-unit dwellings have an additional rental survey that can genuinely affect the value. But, tenants must be wary of anything that the landlord promises, but won't put in writing. So many times we have witnessed a landlord suffering sellers' remorse believing that he is giving his tenants too good of a deal and backs out on promises.

## Get it in writing

Verbal agreements are nothing but hearsay. Recently, one of our clients entered into negotiations with their landlord and the "verbally" agreed upon price was \$260,000. When our borrowers approached the landlord with their offer he threw it back

In nearly every situation, the landlord is in the drivers seat; often, 'demon greed' rears his ugly head.

in their face and told them that his friend said he was selling the property too cheaply.

Worse, he then refused to credit their last month's rent and security deposit because it was formerly his brother's home (who had passed away two years previously) and that there was no record of it.

These folks have lived in the home for seven years and could not find their proof either. They had trusted what their former landlord had told them. They closed their transaction (at a much higher price) and they finally own their home but without living through the seller from hell.

## Landlord financing

Seller (landlord) financing can be another scary subject.

Often renters have excellent incomes and perfect credit, but have not been able to save the necessary down payment to get a loan without assistance from the seller. Still, the landlords want to sell and tenant wants to buy.

Today, there are more than enough lenders who will do 100 percent financing, making a 80 to 90 percent first and the seller carrying the second. But what about the seller who decides down the road that they want their cash before the due date on the second trust deed? That happened to one of our clients. The seller agreed to discount

the second by 20 percent if the buyer would pay the five-year note off after one year. It took the buyer 13 months to secure financing (since he had a one year prepayment on the first and was trying to refinance both first and second) and the seller would not discount the note because he was 30 days late. Mind you, the buyer was never late with a payment. Sadly, his property had also declined in value. So without the discount, the borrower was over 100 percent financing.

The issue was finally resolved, but it cost our borrower an additional \$1200 "bribery" payment to the former owners so that he could get this landlord out of his life.

If you are getting involved in a landlord-tenant transfer and are not using a real estate professional, then please do yourself a favor and consult an attorney. This type of transaction has a load of pitfalls to avoid, but truth be known, they are usually less stressful than a family transfer. But then, that's another exploration in Mortgage Madness.

Karen Senzig is co-owner of Montclair Mortgage with her husband Scott. She can be reached at 339-8511, fax: 339-3814, e-mail: ksenzig@aol.com. Please contact her with any mortgage questions and/or topics for discussion.



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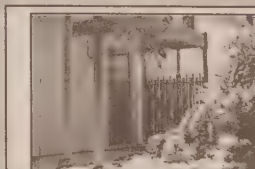
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# The importance of being accurate

Part one of two parts

A couple of years ago, I was reading a feature article in the Sunday Examiner's Image Magazine about the restoration and reopening of San Francisco's old opera house. Now as many readers know, Image Magazine is not known for its great depth and analytical insights, but it usually does a decent job with visually oriented stories about the local arts scene.

I had gotten about three or four paragraphs into the article, when I saw a glaring inaccuracy that made me wince.

The author had carelessly described the opera house as being "A Neoclassic style Victorian Building, originally constructed in 1911." He was wrong on two counts. The building was not a generic Neoclassic structure, which refers to a general category of architecture rather than a style, but was a superb example of the Beaux Arts style.

Victorian era, please

The second mistake the author had made was much more

inexcusable. By giving the date of the Opera House as 1911, it should have been obvious that it couldn't possibly have been a Victorian building.

The term Victorian refers to a historic era, not a style. Any building constructed during the reign of Queen Victoria, from 1837 to 1901, is therefore a Victorian era building, no matter which specific Victorian style it may represent.

I wrote a letter to the editor of Image Magazine regarding these factual errors, but I never received a reply of any kind. Apparently accuracy is not one of that publication's primary concerns.

Mea culpa

Before proceeding with this article, I want to set the record straight regarding a historic structure I described in my last column on the old Point Richmond neighborhood.

A reader called my voice mail to inform me that the 1926 Natatorium Building there was not closed to the public, as I stated.

## OWNING A PIECE OF HISTORY



MARK A. WILSON

It is still open, and a committee has been formed to raise funds to restore and maintain it for future public use.

I recently encountered another example of inaccuracy regarding historic structures, when I took a group of students from an art history class I teach at Santa Rosa Community College to the DeYoung Museum in San Francisco last year.

On the rear wall of the main display room is a portion of an old Spanish monastery, and the date on the plaque states simply "12th century."

Remodeling oversight

I told my students that this was clearly a mistake, since the

style of the carved-stone decorations on the facade that is displayed are obviously Spanish Renaissance style, a style that didn't exist before the later 15th century.

I said to my class that the most likely explanation is that the original monastery was built in the 12th century, and that the facade on display here was probably part of a later Renaissance remodeling.

Just to verify this thesis, I wrote a polite letter to the DeYoung Museum's head curator pointing out the obvious discrepancy and offering the likely explanation. I did receive a reply a few weeks later, but it hardly a conscientious one.

The letter informed me that the De Young's curators were highly trained professionals, and assured me that if one of them wrote a plaque that gave a certain date for an artifact, then that date must be accurate.

In other words, they weren't willing to even look into the fact that a possible factual error had been made. Does any of this matter? Should anyone other than historians really care if the date or style given for a historic structure or artifact is inaccurate?

Accuracy is important

Is it really important to have the correct information when one is describing a historic building or object? You bet it is! It is important to be accurate in such matters for many reasons.

First of all, in a broad general sense, accurate information is important to the functioning of our society. In this age of instant information, our society is being flooded with all kinds of factual statements from all kinds of sources.

If misinformation facts are presented questioning them, it's the large and small details that are made by the people every day.

Second, accuracy of information can effect the performance and future of younger generations. One who's ever been a student can tell you, students are required to learn some specific information about whole host of subjects, including history and art.

If teachers, researchers, other professionals show a great regard for accuracy, then how can we expect younger generations to develop a dedication to their facts right?

Later on, many of our former students will be asked to recall or use some of the information they learned, or research such facts, for

See WILSON article

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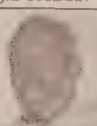
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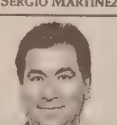
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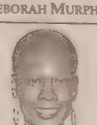
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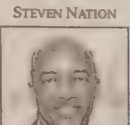
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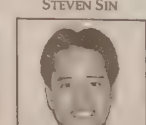
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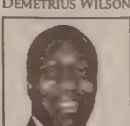
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## Revitalization topic at recent Oakland summit

An all-day summit in Oakland on Aug. 18, sponsored by Freddie Mac, urban leaders included Oakland Mayor-elect Jerry Brown, former Federal Housing Administration Commissioner and current head of the Harvard Joint Center on Housing Studies, Nicolas Retsinas, Brown and Retsinas joined with nearly 200 other attendees to launch a wide-ranging discussion about revitalizing urban communities. Summit attendees will include private corporations, state and local government agencies, non-profit housing developers and grassroots community groups.

A key theme explored at the one day conference was how to increase homeownership in the core of America's cities. Over the past 20 years, homeownership rates in many cities have re-

mained stagnant or declined, with cities facing deterioration in some of the housing stock. Freddie Mac, a leader in housing finance, is engaged in campaigns coast-to-coast to increase homeownership in cities, particularly for low- and moderate-income residents and minorities.

"The revitalization of urban communities can be greatly enhanced by higher homeownership levels," said Craig Nickerson, vice president for Community Development Lending at Freddie Mac. "By harnessing the strengths of local governments, nonprofit agencies, mortgage lenders and Freddie Mac, together we can make a profound difference. That is why Freddie Mac has sponsored this timely forum."

A major segment of the pro-

See SUMMIT on page 10



TARPOFF & TALBERT

Pat and Anet say they are on vacation. Now I know its true. I received this article via Federal Express. There was a mai tai stain on the envelope, and the guy who delivered it said he didn't drink. I thought I smelled rum last week, but I didn't want to say anything.

It is lovely to work with Anet. She's so happy. She smiles and laughs and offers hugs to all her favorite people. I think she was born happy, but it probably helps that she really likes her job. It would be hard I think to do real estate well if it wasn't what you wanted to do.

Not long ago we showed a house to a man whose wife had seen it first and wanted it. We walked through together talking about its pros and cons, then sat down to listen. "It's a nice house," the man said. He paused. "It would work for us. I might be sorry if it sells and we haven't

## Anet: she's the true Tarpoff in this 'Tarpoff & Talbert'

found anything we like better. Do you think we should make an offer?"

"No," Anet told him, "you shouldn't. What you've just said is that you haven't seen enough houses. There isn't any magic number but when you've seen them, you'll be able to recognize your house. You won't have any question then about making an offer."

This is typical of Anet. She does everything she can to soothe and enlighten. She would never urge someone to do something he was not ready to do. She'd say, "It wouldn't work anyway. It's hard even when you're really dedicated. It makes a lot more sense to wait until you're really sure."

To a buyer nervous about his offer being acceptable to the seller she says, "Try not to worry. Go do something that will distract you. I'll call you the minute I know anything." Then, because she's excited and is skipping around unable to contain herself, she adds, "Maybe I've already said this but presenting offers is my favorite part of real estate! Thanks!"

Later that night she calls the buyer. "It's good news!" she says.

Star sparkles seem to be falling off of her. It's hard to know whether she or the client is more excited.

To someone on the phone who is trying to understand the minutia of loans, Anet says, "This is a lot of stuff to pack into your head. Stop me if there is anything you don't understand. We can go over it and over it again." Later I hear her saying, "Wow! You got all of that! You're wonderful!"

And on another day, after the inspections have been done, she offers, "There is going to be a breather here. It will probably feel funny after all the hurrying you've been doing. But you've done great! Now relax and rest. There will be another flurry in a couple of weeks."

Anet is a great cheering section and helper. As a client recently told me, "Working with Anet is like having a tour guide in an unfamiliar country. Just when it's unclear where to stay or when to move on, road directions and recommendations are supplied."

Buying or selling does take time and concentration. Most of our clients have full-time jobs. They can't take weeks or even

days off to do real estate, so they have to fit it in around the edges. Anet calls them, faxes to them, drops off packages in their home mail boxes. She makes sure they have everything necessary to make their own good decisions. More than that, she makes the process as pleasurable as possible.

"Be kind to each other while you are going through this," Anet remembers to say to couples. "Buying (or selling) a house is exciting but it can be very stressful. You need to stop and talk about other things and just be together."

Anet is the perfect partner for me. She loves doing the parts of real estate I don't like, and she's very, very good at them. Negotiating, for instance, is not my cup of tea, but it is certainly hers. Unfailingly polite and patient, she enjoys explaining a zillion contract parts to clients, likes working out the details, is excited about finding solutions that work for everyone. Somehow she almost always manages to make everyone feel he's a winner.

She's even good at opening sticky door locks (I'm terrible)

See TARPOFF on page 10

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### COMING SOON



CLAREMONT HILLS CONTEMPORARY  
Smashing new construction with 4BD/3+BA, Bay views and exquisite finishes. Dee & Joe Knowland.

### COMING SOON



PRIVATE MONTCLAIR SETTING...\$355,000  
Charming 4BD/2BA with cathedral ceiling, hardwood floors, plus room, patios and yard. Nancy Chew

13243 Campus Dr., Ridgmont - 6bd/4ba...\$938,000  
New listing! Magnificent new home w/panoramic Bay views and 2 master suites. Dick Cohen

1260 Grandview, Claremont Hills - 4bd/3+ba...\$775,000  
Stylish 3 year old contemporary w/Bay views, kitchen/family room and courtyard. Patricia Scott

6427 Ascot Dr., Montclair - 6bd/5ba...\$729,000  
New listing! Quality home with beautiful landscaping and pool, family room, gourmet kitchen. Teri Carlisle

122 Dudley Ave., Piedmont - 3bd/3ba...\$699,000  
Reduced! Dramatic contemporary w/vaulted beamed ceilings, pristine cond, mstr suite, FR. Roselle Woods

738 Mountain Blvd., Montclair - 4bd/3ba...\$668,800  
New listing! Beautiful new construction with family room, gourmet kitchen and large yard. Nancy Moore

225 Gravoitt Dr., Claremont Hills - 4bd/3+ba...\$659,500  
5-yr old contemporary with pano views, kitchen/family room, 3 decks, private master suite. Patricia Scott

PIEDMONT MEDITERRANEAN...\$1,395,000  
Gorgeous 4BD/4BA w/ Bay views and pool is perfect for family and entertaining. Sally Morrison

GATED HILLTOP ESTATE - RIDGEMONT...\$1,275,000  
Impressive 5BD/4BA home w/sweeping Bay views, gourmet kitchen, family rm, sports court. Robyn Mohr

SPECTACULAR VIEWS - MONTCLAIR...\$995,000  
Stunning 3+BD/3BA w/sweeping 3-bridge views and fabulous mstr suite. Dick Cohen and Sandi Klemmer

MONTCLAIR NEW CONSTRUCTION...\$885,000  
New 5BD/3+BA home w/high ceilings & good light thruout. Kit/fam rm, office, & play rm. David Ichikawa

PIEDMONT OPPORTUNITY!...\$795,000  
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16 Humphrey Pl., Crocker Highlands - 3+bd/2ba...\$539,000  
New listing! Lovely setting on huge lot w/mature landscaping, formal DR, master suite. Debi Fitzgerald

7071 Skyline Blvd., Montclair - 4bd/3ba...\$529,000  
New listing! 7 year old contemporary with fantastic S.F. views, gourmet kit. Sandi Klemmer & Dick Cohen

211 Palm Dr., Piedmont - 3+bd/1+ba...\$499,000  
New listing! Charming traditional with formal dining room, chef's kitchen, library, garden. Sandi Klemmer

2755 Butters, Joaquin Miller - 4bd/3+ba...\$499,000  
New listing! Spacious 7 year old contemporary in private setting with Bay views. Michelle Vasey

636 Hillgirt Circle, Hadden Hill - 6bd/3+ba...\$469,000  
First open! Splendid Craftsman w/original details, dream kitchen, 2BR au pair, sun room. Tom Wurst

221 Linda Ave., Piedmont - 3+bd/3ba...\$450,000  
New listing! Fabulous 2-story craftsman w/original detailing, private garden. Leslie Gordon

CROCKER HIGHLANDS TRADITIONAL...\$589,000  
Lovely 3BD/2+BA French Normandy on 1.5 lots. Private setting, curb appeal. Diane Earl McCan

MONTCLAIR NEW CONSTRUCTION...\$550,000  
New 4BD/3BA w/open kitchen/fam rm w/frp, huge separate lower level, quality materials. Robyn Mohr

CLAREMONT HILLS CONTEMPORARY...\$519,000  
Sunny 4BD/3BA with bay views, gourmet kitchen with granite and maple, family room. Dick Cohen

PRIVATE MONTCLAIR SETTING...\$510,000  
Charming 3BD/2BA all-level home with yard and privacy! Formal DR, updated kitchen. Vicki Woodhead

UPPER ROCKRIDGE TRADITIONAL...\$499,000  
Lovely 4BD/3+BA with large living room, fireplace, formal DR, huge FR w/2nd kitchen. Jeffrey Himmel

5345 Estates Dr., Upper Rockridge - 3+bd/2+ba...\$429,000  
Pristine all-level traditional with updated kitchen/baths, level yard, au pair/guest suite. Jeffrey Himmel

714 Caldwell Rd., Montclair - 3bd/1+ba...\$389,000  
New listing! Sunny split level traditional in park-like setting with level yard. Ann Nichols

801 Alvarado Rd., Berkeley - 3bd/2ba...\$375,000  
Wonderful contemporary with panoramic views, family room, large yard. Tom Anthony

1101 Norwood Ave., Crocker Highlands - 3bd/2+ba...\$349,000  
Charming Colonial w/formal DR, eat-in kitchen, sunny deck, large rec rm, 2 car garage. Wendy Gardner

1680 Woodhaven Way, Montclair - 4bd/2+ba...\$359,000  
Charming home in garden setting. Master suite, fireplace, hardwood floors, large yard. Nancy Chew

4710 Fair Ave., Redwood Heights - 4bd/2ba...\$349,000  
Fabulous restored shingle farmhouse on 1/3 acre with rolling lawns, original details. Dee & Joe Knowland

MONTCLAIR CONTEMPORARY...\$495,000  
Spectacular 4BD/2+BA Bay view contemporary with updated kitchen, family room, decks. Roselle Woods

STUNNING ROCKRIDGE CONTEMPORARY...\$337,000  
Extraordinary Euro design with gourmet kitchen, private deck. Walk to College Ave. Donna DeBardi

TRANQUIL MONTCLAIR SETTING...\$329,000  
Updated 3BD/2+BA with new hardwood floors/carpet, formal DR, eat-in kitchen/family rm area. Robyn Mohr

MONTCLAIR TRADITIONAL...\$310,000  
Spacious 2BD/1BA in private setting near Village. Formal dining room, remodeled kitchen. Nancy Chew

PIEDMONT AVENUE AREA TRIPLEX...\$285,000  
Just reduced! Three 1BR flats in charming building with redwood trees and yard. Lee Jacobson

6342 Doran Dr., Montclair - 3+bd/2+ba...\$339,000  
New listing! Great space and light, formal dining room, master suite, family room, office. Donna Costella

1331 Trestle Glen, Crocker Highlands - 2bd/1ba...\$315,000  
New listing! Charming level traditional with formal dining room, updated eat-in kitchen. Vicki Woodhead

1308 147th Ave., San Leandro - 5bd/3ba...\$289,000  
Living room with vaulted ceiling and fireplace, formal DR, private lush yard with hot tub. Michelle Miller

4100 Gregory St., Redwood Hts. - 3bd/2ba...\$279,500  
New listing! Beautifully remodeled kitchen and baths, hwdw flrs, private oak tree setting. Diane Earl McCan

4320 Edgewood Ave., Glenview - 3bd/1+ba...\$279,000  
Wonderful bungalow w/original detailing, large sunny rooms, formal dining, yard. Joan Dark

3124 Sylvan Ave., Laurel - 2bd/1ba...\$219,000  
New listing! Charming Laurel bungalow with refinished hardwood floors, new paint, garden. Wendy Sprague

UPPER ROCKRIDGE CONDOMINIUM...\$274,000  
Wonderful 2BD/2BA in lovely building near Claremont Country Club, shopping/transportation. Joan Daniel

CHARMING LAUREL BUNGALOW...\$159,000  
Great opportunity! Charming 2BD/1BA in need of TLC. Large rooms and nice yard. Vicki Woodhead

RIDGEMONT LOT...\$150,000  
Over an acre with possible Bay/canyon views. Building plans available, utilities at site. Robyn Mohr

LARGE REDWOOD HEIGHTS LOT...\$110,000  
Wooded lot is over 1/4 acre in quiet neighborhood. Water & sewer lines in, reports available. Wendy Gardner

MONTCLAIR LOT...\$89,000  
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## FROM BOTH SIDES NOW



PHILIP WEINGROW

## Taking stock in both marriage, investing

**Q:** Over the past year my mutual fund has been yielding a 30 percent return; I am renting a very nice home for \$2,000 per month. My wife says we should buy a house. It doesn't make sense to take \$70,000 and buy a house when I'm getting this kind of return on my money, does it?

**A:** There are some things that don't make sense for one reason, but do make sense for another. Disagreements between spouses often fall into this category. But since this is a real

estate column and not marriage counseling, let's take a look at the "practical" issues.

In the Oakland hills, over the past year, the average appreciation of a home has been 12.15 percent, certainly less than the 30 percent your portfolio is returning, but wait. There are significant differences between the two investments.

It's my guess, your stock investment was all cash. So, if you invested \$70,000 that 30 percent represents a nice pretax return of \$21,000. On the other

hand, that \$70,000 is going to be the down payment on a home that would sell for \$350,000. The 12.15 percent return then is not on the cash invested, but on the value of the property. (This is commonly known as leveraging your investment.) The result then is that your home during the same period would have appreciated \$42,525.

Are there other considerations? You bet. Your stock investment doesn't require monthly payments. But you do pay rent.

If you owned your home, the interest portion of your mortgage payments is tax deductible, permitting you to either make larger monthly mortgage payments with the same net result after taxes, or to just end up paying less after taxes with the

same monthly payment.

By performing the calculations, you'll discover that after taxes, you have a net monthly payment of \$1,904 for your mortgage, taxes, and insurance.

Talk to your CPA about the specific tax benefits of home ownership in your situation. But wait, there's more.

If you find another fabulous mutual fund to invest in, the changes in the tax law allow you to sell your home and take that \$42,525 and invest it without paying a penny in tax on the gain.

Maybe you should listen to your wife. What do you think?

*Philip Weingrow is the broker at La Salle Properties. If you have a question call him at 339-8900.*

## Market in full swing

The California housing market promises to shape up as a great one during the first half of 1998. Data from C.A.R.'s new quarterly Housing Finance Survey confirms this impression of the housing market being in full swing during the first quarter this year. Statewide, homes are selling faster and at a smaller discount, enticing multiple offers which is fostering the return of home equity.

The survey, which was sent to 5,000 Realtors during spring this year, asked members to fill out a questionnaire with information about their most recent transaction during the first three months of 1998. With a return rate of over 11 percent, the Survey gave a dynamic, up-to-date rendering of what was happening on the street during the first quarter 1998.

The median time on the market, a measure of how fast homes

are selling, plunged a month during the first quarter — half the annual rate — 1997 Survey. The pace of the housing market now equals that of home sales during 1980s. As homes sold faster, median discount to list price plunged to just under 1 percent. Not since 1966 has the median discount to list price been so low.

Furthermore, over the past three months, the number of multiple offers on homes has increased significantly. The multiple offers have helped the home equity for buyers from \$35,000 in 1997 to \$45,000 in 1998.

See MARKET on page 2

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1227 Bates Road, Upslope contemporary, Crocker Highlands area - 4BD/1.5BA, Hill views, Eat-in kitchen, Formal dining room and more  
Offered at: \$294,500

• SEQUOYAH HIGHLANDS - 4BD/2.5BA, Remodeled Kitchen & Baths, Huge Rumpus Rm on lower level, Fam Rm off kitchen, 4thBD converted to lovely formal dining room. A must to see..... ONLY: \$289,500

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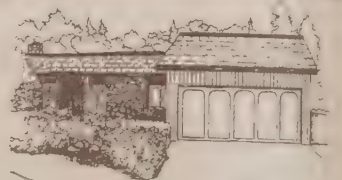
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### FEATURED AGENT: FRED CHOI

Fred Choi came over to the United States from Hong Kong in 1983. He came to this country for a college education at the beginning. Fred went to the college of Alameda for his A.A. Degree. After that, he went to Cal State Hayward for his B.A. Degree in Business Administration. For his spare time he likes swimming, hiking and jogging. His hobby is collecting toys imported from Japan. Moreover, Fred speaks English, Chinese and Japanese as well. He has a friendly, warm, responsible and enthusiastic personality which makes him a good agent to work with. Besides his own character, his language helps him to better serve the community. For real estate inquiries, please contact Fred by phone at (510) 527-3387 x 232.



Agent  
Fred Choi



Agent  
Anna-Maija Middleton

### FEATURED AGENT: ANNA-MAIJA MIDDLETON

Anna-Maija is a unique combination of multicultural experiences and education. For the past decades she has also been a mother to Kai and Kristina, homeowner, business woman and an active member of her community in the San Francisco Bay Area.

A native of Pori, Finland, she first came to the U.S. as an American Field Service exchange student and later graduated from UC Berkeley. Her professional background is in specialty retail sales and buying, where she dealt with diverse clientele, international known artists, designers and photographers, adds to her intuitive understanding of people's needs in everyday life.

In addition, her travels to Europe keep her abreast of new trends. Anna-Maija speaks Finnish and Swedish fluently, and has a working knowledge of German as well.

She is a creative cook and an enthusiastic organic gardener. For real estate inquiries please contact her by phone at (510) 527-3387 x 192 or by email: [anna-maija@comcast.net](mailto:anna-maija@comcast.net)

### HOMES OPEN SUNDAY

1520 Elm (2-4).....	Richmond View.....	2bd/1ba.....	\$148,500
2727 Hearst (2-4).....	Berkeley.....	2bd/3+ba.....	\$299,000
1317 Blake (2-4).....	Berkeley.....	2+bd/2ba.....	\$199,999
809 Washington (2-4).....	Albany.....	3bd/2ba.....	\$303,000
122 Vicente (2-4).....	Berkeley.....	3bd/2ba + in-law.....	\$799,000
2732 Mabel (2-4).....	Berkeley.....	2bd/1ba.....	\$174,000
5610 Huntington (2-4).....	Richmond Annex.....	2bd/1ba.....	\$219,000
1315 Stannage (2-4).....	Berkeley.....	2bd/1ba.....	\$249,000
1060 66th Street.....	Berkeley.....	4bd/2ba.....	\$198,000
590 Arlington.....	Berkeley.....	2bd/1.5ba.....	\$289,000
2418 Fifth Street.....	Berkeley.....	Live/Work.....	\$179,000
1812 A Sixth Street.....	Berkeley.....	Live/Work.....	\$349,000
1812B Sixth Street.....	Berkeley.....	Live/Work.....	\$369,000

### BY APPOINTMENT

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New Listing! Immaculate! 2bd on great street near Solano shops.....\$249,900  
3bd/2ba Privacy and space galore! Pano views! Best home office!.....\$303,000  
2 homes & income. 3bd/2ba & 1bd/1ba many possibilities.....\$419,000  
2bd/1ba adorable starter w/art deco kitchen, fireplace in lr, hdwds.....\$189,000

**BERKELEY**  
Victorian duplex - 2bd & 1bd easy stroll to Fourth St. shops.....\$189,000

New listing! Big 3+bd/2.5ba, bay views and flex floorplan.....\$495,000  
Appealing 2bd bungalow, newly painted exterior. Across from park.....\$174,000  
2bd/1ba Elmwood Victorian cottage! Updated kitchen, large yard.....\$274,000  
Charming 2bd/2ba craftsman's bungalow & artist's cottage in rr.....\$199,999

**EL CERRITO**  
3bd/2ba Creekside home - buy now & work w/developer to build!.....\$335,000  
Wonderful Mira Vista 3bd/3ba home w/fam rm, oak flrs, 2 frpls.....\$299,000

**KENSINGTON**  
Elegant hilltop 4bd/3ba estate on secluded road w/6800 sq.ft.....\$1,000,000

**RICHMOND**  
New listing! Richmond Annex - 3bd/1.5ba home built in 1929.....\$189,000  
Pano Bay view! Huge 3+bd/3ba, Light figer. In-law/hm ofc.....\$215,000  
New listing! 2bd/1ba & 2 extra rooms! Mt. Tam sunsets!.....\$168,000  
N&E Richmond 3bd/1ba remod kit & bath w/lr. Hdwd flrs.....\$141,000

**RICHMOND ANNEX**  
Just listed! Cozy-delightful 2bd in good condition. Big yard!.....\$139,000

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Huge 2 story townhouse style duplex. Deep lot!.....\$289,000  
Gorgeous near level bay view lot, excellent neighborhood!.....\$289,000  
El Cerrito lot! Located on a creek.....\$289,000  
Great lot - moderate. Downslope. Claremont Cyn & N bay views!.....\$289,000  
Elmwood. Established bakers business oppor. with good lease.....\$289,000  
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# Home sales, prices soar past their historic highs

Both the median home price and sales of existing homes in California hit their highest levels on record in July, 1998, according to the California Association of Realtors (C.A.R.) and Transamerica Intellitech's MetroScan service. Sales posted a 20.3 percent increase and the median home price in the state was up 11.1 percent compared to the same period a year ago, C.A.R. reported.

"July represents a significant moment in the history of the California housing market," said C.A.R. President Tim Corliss. "Both home resales and the median home price have passed their historic peaks."

• Closed escrow sales of existing, single-family detached homes in California totaled 677,110 in July at a seasonally-adjusted annualized rate, according to information collected by C.A.R. from more than 90 Multiple Listing Services (MLS) statewide.

• Statewide home resale activity was up 20.3 percent from the 562,760 sales pace recorded in July 1997.

• Resale activity posted an increase of 8.1 percent in July 1998 compared to June 1998.

The statewide sales figure represents what the total number of homes sold during 1998 would be if sales maintained the July pace throughout the year. It is adjusted to account for seasonal factors that influence home sales.

The median price of an existing, single-family detached home in California during July 1998 rose to \$211,780, an 11.1 percent increase over the \$190,630 median for July 1997, C.A.R. reported. The July 1998 median price was up 1.0 percent compared to June 1998, C.A.R., in conjunction with Transamerica Intellitech's MetroScan service, reported that more than three-quarters of California cities and communities showed an increase in their respective median home prices from a year ago.

Highlights of C.A.R.'s resale housing figures for July 1998:

• C.A.R.'s Unsold Inventory Index for existing, single-family detached homes in July 1998 was 4.2 months, down from 6.7 months for the same period a year ago. The index indicates the number of months needed to deplete the supply of homes on the market at the current sales rate.

• Thirty-year fixed mortgage interest rates averaged 6.95 percent during July 1998, down from 7.47 percent in July 1997, according to Freddie Mac. Adjustable mortgage interest rates averaged 5.63 percent in July 1998, up slightly from 5.56 percent in July 1997.

• The number of median days it took to sell a single-family home declined to 37 days in July 1998 from 47 days in July 1997.

Regional MLS sales and price information is contained in the

charts that accompany this press release. Regional sales data is not adjusted to account for seasonal factors that can influence home sales. The MLS median price and sales data for detached homes is generated from a survey of more than 90 associations of Realtors throughout the state. MLS median price and sales data is based on a survey of 64 Condominium Associations. The median price for both detached homes and condominiums represents closed escrow sales.

"In light of the Asian crisis and its potential impact on the California economy, these levels may be difficult to sustain," said Leslie Appleton-Young, C.A.R.'s vice president and chief economist. "However, ongoing demand should remain strong enough to support continued increases."

In a separate report covering more localized statistics generated by C.A.R. and Transamerica Intellitech's MetroScan service, 261 of 340 California cities and communities showed an increase in their respective median home prices from a year ago.

Among the highlights of the July localized data collected by C.A.R. and Transamerica Intellitech:

• Statewide, the 10 cities and communities with the greatest median home price increases in July 1998 compared to the same

See C.A.R. on page 8

## 'Ole Timers' reminisce



Photo by Jeff Lindquist

Bob Valva takes a moment from his busy day to invite both old and young timers to join him at next year's Ole-Timers Luncheon.

By Bob Valva

On Thursday, June 25 we enjoyed an "Ole Timers Luncheon" at Pier 29 Restaurant in Oakland. Twenty-four "he's and she's" were there in all, with ages starting at 65 plus. Some were in their late 80s or early 90s.

The group reunion was made up of people that ran and made the Oakland Real Estate Board into a fun and successful organization which to belong. There were many fun and happy memories to be had joining in the afternoon's convivial conversations.

This group started over 15 years ago, headed by Marie Sidmor Cunningham, who passed away five years ago. After that, I took over the committee as another senior member still active with the Oakland Association of Realtors and still doing sales.

The Ole Timers Group started with over 75 members at its first luncheon. Through the years the attendees have dwindled (for many reasons) to 24 members. This year there were 10 people who couldn't make it.

Also attending this year were OAR's President Joan Alford and the new Executive Officer, Rex Houseman.

**This group started over 15 years ago with over 75 members**

Remember that the luncheon is open; both Ole and Young Timers are always welcome.

For information on this event please contact me at Valva Realty, 451-7317. I'll put you on the mailing list for next year's luncheon.

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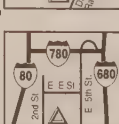
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**Peter Fletcher**  
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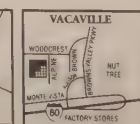
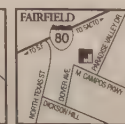
### Forecast Homes

## How Will You Recognize Good Value?

**TRUSTING YOUR GOOD JUDGMENT:** Your first impressions count. When visiting a new home community, make sure the model homes are well-kept and the neighborhood is clean, friendly and inviting. Your second impressions count, too. To be a good value for you and your family, your new home must meet your needs now and into the foreseeable future. Picture yourself living there to make sure your new home is all it should be. Most of all, trust your judgment. It's a credo at Forecast® Homes: "Home buyers are smart enough to recognize good value if we are willing to show it to them." We are willing.

**CHOOSING A BUILDER:** Maintaining a position of leadership in the home-building industry for three decades has imbued Forecast® Homes with a unique sense of responsibility. We work hard to always provide the best value in a new home, researching the competition, pricing our homes aggressively and maintaining the highest standards of quality. Home buyers — people just like you — choose to buy from Forecast® Homes because they — like you — are smart enough to recognize good value.

**BUYING YOUR NEW HOME:** Right now, interest rates are competitive and economic conditions are favorable — the perfect time to visit a new Forecast® Homes neighborhood and buy your new home!



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Forecast Homes is also building new homes in Newman, Modesto, Elk Grove, Rocklin and Folsom. For more information, call (916) 920-0200.



## C.A.R.

Continued from page 7

period a year ago were: Altadena, Big Bear, Dana Point, San Juan Capistrano, Harbor City, San Pedro, Wildomar, Sherman Oaks, Beverly Hills, Sylmar.

• Statewide, the 10 cities and communities with the highest median home prices in California during July 1998 were:

Hillsborough, \$1,342,500;  
Los Altos Hills, \$1,300,000;  
Atherton, \$1,225,000;  
Woodside, \$1,017,500;  
Pacific Palisades, \$785,000;  
Saratoga, \$784,500;  
Los Altos, \$760,000;  
Belvedere-Tiburon, \$733,500;  
Beverly Hills, \$690,000;  
Los Angeles Westside \$650,000.

The California Association of Realtors is one of the largest state trade organizations in the United States, with more than 90,000 members dedicated to the advancement of professionalism in real estate.

## Wilson

Continued from page 4

jobs.

In most modern professions, providing accurate information to your colleagues or clients is crucial, and those who are often careless with facts will find that it will eventually be costly for them, professionally, financially or even legally.

### Commitment to accuracy

When it comes to historic buildings, the importance of accurate information cannot be overstated. This is especially true when a historic building is being sold as part of a real estate transaction.

As any experienced Realtor knows, providing correct factual data about a listing to any potential buyers is a basic requirement of the real estate code of ethics. And a commitment to accuracy is also expected of us by our fellow Realtors, who depend on being able to pass on correct information to their clients.

There are a number of practical

reasons why accurate historical information is crucial to both the general public and to realtors. For one thing, it is increasingly important for insurance companies to be able to obtain the most accurate possible date of construction on an older building.

Most insurance companies in California have different requirements for issuing fire and liability or earthquake policies for buildings that are 60 or more years old, than for younger structures.

If a homeowner gives an inaccurate date of construction to their insurance carrier, then this can sometimes cause problems when a claim is made if the correct date is older.

Another reason factual accuracy matters so much for historic buildings is that such information can have a significant effect on the market value of a property.

Being able to verify that a building was designed by a prominent architect can add as much as 10 percent or more to its sale price, when compared

with similar properties in the same area that were not designed by a famous architect.

I have often mentioned to fellow realtors and clients how I was hired as an expert witness in a case involving the sale of an alleged "authentic Julia Morgan designed" home in Oakland a few years ago.

In brief, the case centered on the fact that the couple who purchased this historic house were informed on the day they signed escrow papers that the listing agent suddenly decided they couldn't verify that this was a Julia Morgan designed home after all.

The buyers sued the sellers and their agent after moving into the house, alleging fraud for inducing them to pay full price by providing factually incorrect information.

I was hired by the plaintiffs' attorney to do original research on the architect of the house, (something the listing agent should have done before marketing the property).

I was also asked to do a mar-

ket evaluation of how much more comparable documented Julia Morgan homes had sold for in the same area within the past several months.

From my research, I was able to determine that this house was probably designed by an architect who was never associated with Julia Morgan's office.

I also determined that on average, documented Julia Morgan homes had sold for about 13 percent more than other comparable historic homes in that area within the past year. The plaintiffs eventually won an out of court settlement which compensated them handsomely for hav-

ing relied on inaccurate information.

This is a powerful lesson about the consequences of not obtaining the correct information on a historic property.

In next week's column, I will describe some of the most common types of inaccurate information often applied to historic buildings, and the effects of such misinformation.

Mark A. Wilson is a real estate and architectural historian who works at Prudential Real Estate's Albany office. He can be reached at 273-9383 or at [www.topbroker.com](http://www.topbroker.com).

## Composting basics

The Alameda County Waste Management Authority offers free home composting workshops at the Oakland Garden, Lakeside Park, 666 Bellevue Ave. (Off Grand Ave.), Oakland. The "Basic Composting Workshop" is scheduled for Sat., August 29, from 10 a.m. to noon.

This hands-on class teaches

participants how to transform yard and kitchen waste into nutrient-rich soil. To learn a simple way to compost or want to become a post expert, this workshop is for you.

For more information, call 444-SOIL.

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### FIRST TIME OPEN SUNDAY 2:00-4:30 PM

1877 MELVIN RD - Oakmore View!! - Traditional home w/ sweeping Bay & bridge views. 3+BD/3BA, beamed ceilings in LR, FDR, separate breakfast room, hwd floors. NORM ROBINOW.....\$499,000  
2624 ALIDA ST - 1st Time Ever For Sale - Beautiful traditional: spacious/gracious, quality! 3BD/3BA, 3 frpls, City view workshop, family rm & bonus rm! Very special! RACHEL BALLER.....\$359,000  
1740 MOUNTAIN BLVD. - Montclair Charming - New listing. 3BD, formal dining, fireplace, French doors, garden. Close to Village, shops & bus. Probate. PAT WHITTINGSLOW.....\$359,000  
1289 HOLMAN RD. - Crocker Highlands - Lovely 3+BD/2BA traditional with old world charm. FDR, sun rm, fam rm, French windows, hwd flrs, pretty yard & more! DARCY DIAMANTINE.....\$339,000  
6634 CHABOT - Rockridge Medit - New listing. Curb appeal, need work but what potential! 3BD/2BA, FDR, breakfast rm, 2 car gar. Near shops, BART & restaurants. "AS IS". RUBY NG/KAREN LUM.....\$319,000

### OPEN SUNDAY 2:00 - 4:30 PM

218 PACIFIC.....PIEDMONT.....2+BD/3BA.....\$595,000.....KAY GRUBB  
7237 SKYLINE BLVD.....MONTCLAIR.....3BD/2.5BA.....\$499,000.....MARILYN BREMSER  
3075 ARIZONA.....LAUREL DISTRICT.....3BD/2BA.....\$246,000.....DONNA CONROY  
7971 SANFORD ST.....OAKLAND HILLS.....3BD/1BA.....\$169,000.....ADRIENNE BROCHÉ

### BY APPOINTMENT • 339-1174

OAKLAND ★ MONTCLAIR ★ PIEDMONT ★ ALAMEDA

**WATERFRONT HOME.....\$1,075,000**  
Elegant French Mediterranean architect designed on Bay with SF/Bridge views!! 4BD/4BA, gourmet kitchen, hand wrought details. Pat Whittingslow

**RARE FIND.....\$989,000**  
High in Oakland Hills. One of a kind. Elegant Mediterranean estate. Impressive grounds meld the living area with nature. Donna Conroy

**A TROPHY HOUSE.....\$899,000**  
Forget understated elegance. This 12 room 4+BD, 4BA French manor exudes quality in every inch of its approx. 4,400 sq. ft. It has everything, location, gated grounds, views. Entertain in style! Fritz Hochfellner

**PIEDMONT SIDE OF MONTCLAIR.....\$629,000**  
Large updated home, 4BD/3BA, family room, big kitchen. Split level floor plan. A special place to come home to. Donna Conroy

**CROCKER HIGHLANDS.....\$590,000**  
Stunning Tudor at end of private cul-de-sac. Formal living with cathedral ceilings, formal dining, sauna & storage. 4BD/4.5BA. Dell Orr

**CROCKER HIGHLANDS.....\$569,000**  
Normandy elegance. Formal living & dining, eat-in kitchen, master suite with office, wine cellar, garden and more. 3BD/3.5BA. Dell Orr

**UPPER ROCKRIDGE.....\$535,000**  
Traditional favorite. 3BD/2BA on upper floor with formal dining room. Down - additional large living area with non-conforming kitchen. Kay Grubb

**LAKE MERRITT.....\$489,000**  
Elegant Mediterranean. 3BD/3BA upscale townhouse. Breathtaking 180° views, archit. designed interior with luxurious European details. Sep. 1BD/1BA office/au pair or income property. Nancy Dickey

**PIEDMONT.....\$329,000**  
Spacious contemporary in lovely, private sylvan setting, approx. 1/2 acre. 3BD/2BA. Lots of stairs up, but worth the trip! Darcy Diamantine

**SUNNY MONTCLAIR.....\$305,000**  
Mountain top like home ideal for lovers of the outdoors. Large lot with decks cascading the hillside with exquisite landscaping. 3BD/2BA. Dell Orr

**RUSTIC COTTAGE - MONTCLAIR.....\$279,000**  
Cottage on a wonderful, wooded setting - 2BD/1BA, sunken LR, FDR, lots of privacy. Norm Robinow

**ROCKRIDGE CONDO.....\$239,000**  
Bright 2BD/2BA condo looks to Claremont golf course. Kingsize patio, hwd floors, gas log fireplace. LOCATION! Judy Maher

**GRAND AVE FIXER.....\$219,000**  
Old world charm with large formal rooms, built-ins, hwd floors, enclosed sunporch. 3+BD/1.5BA, won't last! George Karsant

**2BD CHARMER.....\$181,500**  
Charming Spanish style home with hwd flrs, frpl, nice yard, located on pleasant tree-lined street. Don Coelho

**CONDO CHOICES.....\$83,000/\$59,000**  
Why pay rent when you have a chance to buy in excellent bldg, excellent location? Unique circumstance: 5 available! Marilyn Bremser

### OPEN SUNDAY 2:00 - 4:30 PM

1491 OLYMPUS.....BERKELEY.....3BR/2BA.....\$345,000.....JERRY RATT  
20 PERTH PLACE.....BERKELEY.....4BR/4BA.....\$997,000.....SALLY HENDRICKS  
2958 SHASTA.....BERKELEY.....2BR/2BA.....\$349,000.....KIM MARJEN  
77 CHELTON LANE.....MONTCLAIR.....4BR/2BA.....\$199,000.....BOYNE  
264 AMHERST.....KENSINGTON.....3BR/2BA.....\$435,000.....KAREN BRANT

### BY APPOINTMENT • 486-1495

BERKELEY ★ KENSINGTON ★ ALBANY ★ EL CERRITO ★ RICHMOND

**BREATHTAKING VIEWS, LIGHT AND SPACE IN BERKELEY.....\$997,000**  
EXCLUSIVE COLDWELL BANKER PREVIEWS PROPERTY! Stunning 2 year old architect designed contemporary. Incredible use of light, space, architectural lines & top quality materials w/ maple flrs, slate frpl & granite counters. Numerous decks, patio & beautifully terraced yard. Elegant master suite with frpl & a bathroom featured in Sunset magazine.

**SAN FRANCISCO VIEWS FROM EL CERRITO 4-FLEX.....\$495,000**  
Spacious 3BR/2BA owners unit with dining room and large deck. Other units are all 2BR/1BA. Bright, full of sunlight, well located.

**GRACIOUS KENSINGTON MEDITERRANEAN.....\$435,000**  
Romantic views of the Golden Gate from this beautifully remodeled Medit. 3BR/2BA, formal dining, granite counter in kitchen. Plus bonus room downstairs. Walk to shops and restaurants.

**RENOVATED NEO-CLASSICAL IN HUGE GARDEN PARADISE.....\$399,000**  
JUST LISTED! Perfect for urban farmer or dedicated gardener. Beautiful 2 story home on 2 lots in North Oakland, a true urban retreat. 3BR, 2.5BA, plus 1BR downstairs in-law. Formal dining, hwd floors. New barn/art studio and greenhouse.

**CLASSIC CRAFTSMAN FIXER.....\$399,000**  
Perfect North Berkeley location. 3+BR, formal dining, hwd flrs, huge lot, Bay views! Exquisite wood paneling & Craftsman details, brown shingle & wood exterior. Needs foundation, leveling and updating.

**UPPER ROCKRIDGE CONTEMPORARY.....\$379,000**  
2+BR/2BA, 2 year old contemporary country cottage with romantic garden. Elegant details like slate entry, marble baths, and granite countertops. Ample off-street parking.

**BAY VIEWS FROM THE BERKELEY HILLS.....\$349,000**  
JUST LISTED. Charming & spacious 2BR, 2BA home with fantastic remodeled kitchen, breakfast nook with skylight and formal dining. Plus private patio and landscaped garden.

**BEST BUY IN THE BERKELEY HILLS.....\$345,000**  
Partial Bay views from this 3BR, 2BA home with clean lines, hardwood floors. 1 level living, easy care yard, patio garden. Just needs a little paint and love.

**BERKELEY MEDITERRANEAN + DUPLEX.....\$325,000**  
JUST LISTED. Great opportunity for home plus income. Charming 3BR, 2BA home plus two 1BR, 1BA mirror image units. Hardwood floors, patios, gardens, basements with laundry & garage.

**SUNFILLED 1000 OAKS CHARMER.....\$299,000**  
JUST LISTED. A darling bungalow, just steps to Solano shops & theaters. 2BR, 1BA, large formal dining room, gleaming hardwood floors, updated kitchen with breakfast room. Plus private patio, garage & workshop.

**STYLE AND VIEW IN THE HILLS.....\$289,000**  
Wonderful and sunny EL Cerrito home with open floor plan. New kitchen, wrap around deck and windows, hardwood floors. Deep country yard with creek. 3BD/2BA.

**PLENTY OF ROOM IN EL CERRITO.....\$257,000**  
Just painted and ready to move-in! Centrally located 3BR/1.5BA home with lots of extra space for office and hobby. Surrounded by attractive, low maintenance landscaping.

**COZY ALBANY SPLIT-LEVEL.....\$225,000**  
Sweet 2BR/1BA Albany bungalow with beautiful back yard. Great location near shops, freeway and all transportation. New exterior paint. Of course. Always schools!

**ELMWOOD BROWN SHINGLE CONDO.....\$175,000**  
Lovely unit in 3 unit brown shingle across from park. 2BR, hardwood floors, beautiful arts & crafts tiled fireplace in spacious living room. Walk to Elmwood shops, cafes and restaurants.

**SUPER NORTH BERKELEY LOCATION.....\$175,000**  
Walk to shops, restaurants, theaters and U.C. Berkeley. Condo in small, 4 unit contemporary building. Bay access on first floor, with detached garage.

**SWEET RICHMOND N&E RANCHER.....\$139,000**  
Spacious starter in established neighborhood. 2BR/1BA with hardwood floors, fenced yard, patio and 2 car garage. A lot of home for the money!

**VIEWS OF DOWNTOWN OAKLAND AND HILLS.....\$149,000**  
Lovely spacious 2BR south-facing condo with view of sunlight. Remodeled kitchen & bath, with fireplace & balcony. Hated pool, underground parking.

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# Appraising appraisers

By H. W. Moss

Out of the ashes of the savings and loan bailout, 50 state agencies across the nation have risen to regulate real estate appraisers. On the whole, this is probably a good thing.

After all, prior to the Barnard Bill, there was no licensing requirement for appraisers. Anyone could become one simply by being hired by a bank or private party and turning in an estimate of value.

The bailout was needed because back in the late 70s we had a few years of unbridled lending industry deregulation coupled with a failure to control the estimates of value appraisers placed on lender acquisitions.

The cost to taxpayers now stands at \$132.1 billion, according to the Government Accounting Office. And it's still being sorted out. The Resolution Trust Corpo-

ration (RTC) went out of business last July but the FDIC inherited all the RTC's outstanding loans and assets.

There's not much left in the kitty, less than \$8 billion. But we can sleep peacefully at night, right, knowing it can't happen again. Maybe. Maybe not.

The original wording of the Financial Institutions Reform, Recovery and Enforcement Act (FIRREA) of 1989, which created each state's Office of Real Estate Appraisers (OREA), also set a minimum value at which a licensed or certified appraiser was required when federal money was involved. That level was \$50,000.

Since then, however, the de minimis threshold has risen twice. First, it went up to \$100,000 and then, on January 1, 1996, it rose again to \$250,000. Basically, that means all mortgages under \$250,000 no longer require a state licensed or certified appraiser.

They now need only a drive-by, a windshield appraisal, which can be done by anybody. And this does not sit well with many in the industry.

See MOSS on page 11

## REAL ESTATE FORUM

DIAN HYMER

At the end of the 1980s, home buyers had a more cavalier attitude about home buying. Home prices were rising so rapidly that it was hard to imagine losing money on a house. Conventional wisdom was to buy the most expensive home you could afford.

Here's why it seemed to make sense to stretch financially. Most home buyers don't pay all cash for a home. They usually invest some of their own cash (often 10 to 20 percent of the purchase price) and borrow the balance from a lender.

### Other people's money

When you use someone else's money to buy an investment, it's called leverage. The beauty of leverage is that when your home appreciates (increases in value),

# Buy that expensive home now?

you earn appreciation on the entire asset, not just on the amount you invested.

For example, let's suppose you buy a home for \$250,000 with a 10 percent cash down payment. Home prices then go up 10 percent during the next two years. The value of your home increases by \$25,000 to \$275,000. Since you only invested \$25,000, you earn 100 percent on your investment. But, if you had paid all cash, the return on your investment would only be 10 percent (\$25,000 profit divided by \$250,000 initial investment).

Suppose that instead of buying a \$250,000 home, you stretch and pay \$300,000 for a larger home. If home prices go up 10 percent in the next 2 years, you earn \$30,000. You earn the same rate of return (100 percent in this case). But you buy a more expensive asset, so you earn more in appreciation (\$30,000 instead of \$25,000).

### No free lunch

Owning an asset that appreciates is one way to build wealth. Leveraging that asset can result in building wealth at a faster rate. However, there's an element of risk involved. Real estate values, like stock prices, go up and down. Many homeowners lost the cash they invested in their homes when the market turned down in the early 1990s. But, since home prices are rising in many areas around the country, this may be a good time to stretch to buy a more expensive home.

One of the strongest arguments in favor of buying the most expensive home you can afford is

that it will enable you to stay put longer. Moving is disruptive, time-consuming and costly. The less often you have to move, the more time and money you have to devote to other interests.

### Closing costs factor

In addition to the down payment, buyers must also pay closing costs. Closing costs vary from

outgrown this home. You want to move to something larger. So you sell your home for \$275,000, paying \$19,250 (7 percent) in closing costs on the sale.

Your new home, which would have cost \$300,000 if you'd stretched a few years ago, now costs \$330,000. So you pay approximately \$13,200 (4 percent) in closing costs to buy this home.

## Home prices are rising in many areas around the country, this may be a good time to stretch to buy a more expensive home.

one location to the next, but they include such costs as: fees associated with taking out a mortgage, title insurance, escrow and settlement charges, inspection fees and transfer taxes. These fees can total as much as 4 percent of the purchase price.

Sellers also pay closing costs when they sell a home. These fees also vary depending on the location, but they usually include the brokerage fee, settlement charges, transfer taxes and fees associated with compliance requirements. These costs can total 6 to 7 percent of the sale price, or more.

### Stretching: now or later

Let's say you decide not to stretch now and you go ahead and buy the smaller \$250,000 home. You pay about \$10,000 (4 percent) in closing costs to complete the purchase. In a few years, however, you find that you've

The total of your closing costs for these three transactions is now up to \$42,450, and this doesn't include the cost of moving twice. If you'd stretched to buy the \$300,000 home to begin with, you would have paid approximately \$12,000 in closing costs. You would have saved over \$30,000 by eliminating the need for the second move.

Ultimately, deciding whether it's smart to stretch financially to buy a more expensive home is a personal decision. It's certainly not wise to stretch beyond what you can reasonably afford. If in doubt, seek the advice of a financial adviser.

Dian Hymer is a top-producing broker associate with Coldwell Banker in the Montclair/Piedmont office and author of "Starting Out, The Complete Home Buyer's Guide," revised 1998, Chronicle Books. Order copies from Chronicle books: (800) 722-6657.



TEREE  
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814-4840 or  
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**ALAMEDA**  
NEW LISTING! 16 BANNISTER WAY, 3 BD, 2 1/2 BA. Immaculate condition. \$279,000. **PENDING**  
945 EAGLE AVE, 2 BD, 1 BA. Shown by appt only. REDUCED to \$187,000.  
**OAKLAND**  
2633 HAROLD, Diamond Dist. 2 BD, 1 BA. formal dining room. REDUCED to \$130,000!  
**SAN LEANDRO**  
NEW LISTING! 14012 OUTRIGGER DR. Large 1 BD, 1 BA, vaulted ceilings. Seller will credit for carpet, paint and linoleum. \$140,000. **PENDING**  
NEW LISTING! 2513 GALILEON PL, 2 BD, 1 BA. \$155,000. **PENDING**  
RETAIL/COMM. BLDG. 9,000 sq. ft. Near Bayfair. \$975,000.  
UPSCALE RESTAURANT. Real Estate & Equipment Oppt. \$875,000.

## 6 Virginia Gardens Open Sunday 2-4

New listing. Beautifully remodeled 3 bedroom + den home on North Berkeley cul-de-sac close to the North Berkeley BART, Monterey Market, shops, & parks. This home features wide plank hwd flrs, lovely fireplace, new kitchen, coved ceilings, split levels, French doors to deck & large, inviting yard. New roof. Seismic work has been engineered & completed.

\$299,000

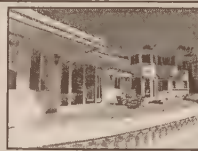
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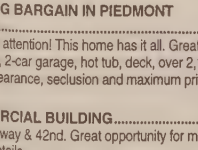
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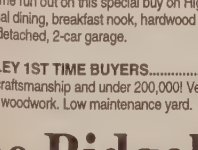
**BAY VIEW LUXURY ESTATE.....\$1,075,000**  
The palatial open living and dining area with classical columns could be featured in Architectural Digest. This royal 3 years young home includes 4BD/4.5BA, den/office, family room, gourmet kitchen, 2 fireplaces and much more. Call for details!



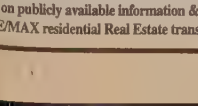
**PEACEFUL ESCAPE IN MONTCLAIR.....\$299,000**  
Fabulous hideaway in pristine condition. 3BD/2BA, spacious living room w/fireplace, dining room, family room with wet bar, breakfast nook. 1/3 acre that lends incredible privacy.



**SIZZLING BARGAIN IN PIEDMONT.....\$345,000**  
Pay extra attention! This home has it all. Great location, 4BD/2BA, 2-car garage, hot tub, deck, over 2,100 sq. ft., termite clearance, seclusion and maximum privacy.



**COMMERCIAL BUILDING.....\$299,000**  
On Broadway & 42nd. Great opportunity for medical use. Call for details.



**ABSOLUTELY POSITIVELY!.....\$145,000**  
The best buy in San Pablo. Two separate buildings with huge yard. Two-2BD units and one-1BD unit.



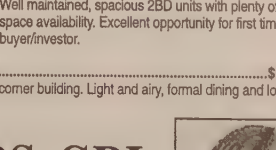
**READY TO MOVE-IN.....\$449,000**  
Super sharp 4BD/3BA home with den/office. Over 2,700 sq. ft. in Victoria Bay, near end of a quiet court. Dramatic entrance with spiral oak staircase, sunken living room, vaulted ceilings.



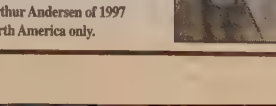
**MONTCLAIR ARCHITECTURAL DELIGHT.....\$719,000**  
Elegant and sophisticated 4 years young home with gourmet kitchen, family room and fabulous master bedroom. This superior floor plan includes 4BD/3.5BA, 3 fireplaces and 3-car garage.



**HOME IS WHERE THE HEART IS.....\$339,000**  
Historically remodeled kitchen with French doors leading to a grand deck and garden. 3BD/2BA. Great for outdoor/indoor entertaining.



**UNBELIEVABLE FINDS.....\$299,000**  
Built by owner/builder. Incredible design, character and charm. Must see to appreciate. Two units. 4BD/2BA, 1,600 sq. ft. and 4BD/2.5BA, 1,800 sq. ft.



**LOCATION, LOCATION, LOCATION.....\$319,000**  
Just a walk to Monterey Market from this charming 3BD home with formal dining and breakfast rooms, large yard and detached, 2-car garage.

## WELLS & BENNETT REALTORS

531-7000

OPEN SUNDAY 2:00 - 4:30 P.M.

**801 CALMAR AVE.....\$439,500**  
Sunny & spacious. Delightful English style home in convenient Crocker neighborhood 4BD, 3.5BA, large yard, some views. Home office poss. Wendy Callaghan ext. 237

**3911 ARDLEY.....\$305,000**  
This Glenview craftsman bungalow offers original details plus tasteful updating. 3BD, 2BA on quiet tree lined street. Walk to shopping. Move-in condition. Noll Davis ext. 263

**321 CREIGHTON WAY.....\$709,000**  
Reduced!!! Best view in town! New listing! Soaring ceiling, granite, hardwood, two fireplaces. Terrific kitchen and much more! Carol Robbiano ext. 292

**6700 SARONI DRIVE.....\$374,900**  
New listing! Elegant 3BD, 2BA remodeled contemporary w/South Bay views in private, wooded setting. Family room, upscale finishes. Fabulous decks. Good location. Katie Meadow ext. 288

**173 ST. JAMES.....\$647,000**  
Large living room, dining room and nice family room. Eat-in kitchen, lot/office space. 3+BD, 2.5BA. Wooded canyon views, quality space. Jini Kelley ext. 247

**3718 RANDOLPH.....\$269,500**  
Spacious 3+BD, 2BA family home in move-in condition. Large country kitchen, formal dining, hardwood floors, great backyard. Don Dunning 482-2256

**120 SCENIC AVE.....\$599,000**  
Stately Piedmont Colonial with Bay & Lake views. 3BD + 2 charming dormer plus rooms. 2.5BA. Level out to landscaped back yard patio. Peter & Ellen Nicolopoulos 339-9780

**1414 ALLMAN STREET.....\$269,000**  
NEW LISTING! Glenview charmer. Delightful 3BD plus den, 1.5BA, beautiful living room with fireplace, large dining room, eat-in kitchen, newer appliances, one year old roof, hardwood under carpets, private backyard. Excellent commute location, easy access to trans. and shops. Chris Christensen ext. 242

**11 BAY FOREST.....\$589,000**  
Best buy, great area! Beautiful new construction on quiet cul-de-sac, large 4BD, 2.5BA. Large kitchen, family room opens out to level yard with Bay view. David Hennigan 601-9540

## SHOWN BY APPOINTMENT

**SHINING LIGHTS ACROSS THE BAY.....\$649,500**  
Custom built, 3 yr old, Bay view contemporary, in prestigious hills location. Pella windows, Corian counters, hardwood flrs, sunken living room, fabulous master suite w/whirlpool tub, level yard. Don Dunning 482-2256

**LOCATION, LOCATION, LOCATION!.....\$315,000**  
3 bedrooms, 2 bathrooms on a lovely tree-lined street in Glenview. Large remodeled kitchen, hardwood in living & dining rooms, sunny deck and yard. Chris Christensen ext. 242

**STUNNING NEW HOME!.....\$995,000**  
Panoramic views, state-of-the-art kitchen, rich woods and natural stone are just the beginning. 4+BD, 4BA, home office, media room, rumpus room. Outstanding quality and style. Mary Neuberger 530-4148

**MEDITERRANEAN DUPLEX.....\$435,000**  
Large units with lovely Lake Merritt views. Both units have 2BA, 1.5BA, den, formal dining rooms, oval living rooms, hardwood floors, spacious rooms. Anne Bruff 531-7006 ext. 283

**MONTCLAIR CONTEMPORARY.....\$539,000**  
3 years young! Approx. 3,000 sq. ft. custom built home. 4+BD, 3.5BA, family room, 3 fireplaces. Fabulous granite and tile baths and kitchen. Many amenities. Priced at \$180 per sq. ft. Frank Hennefer 654-6461

**RARE PRIVACY IN CENTRAL MONTCLAIR!.....\$429,000**  
Walk to everything! Lovely traditional home with wonderful architectural details, spacious & well maintained. Nearly 1/3 acre grounds, outbuildings - very special offering. Joy Bryden ext. 218

**GREAT LOOKING 5 PLEX - Walk to Piedmont Ave. stores and shops or Rockridge shopping center. Top locale. 2BD, 1BA.....\$415,000**  
unit. plus 4 studios. Renovated early 90's, clean condition. Spacious units with slightly below market rents. Frank Hennefer 654-6461

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RE/MAX residential Real Estate transaction sides in North America only.





## Diane Verducci: a master at her art

Diane Verducci, CRS, a top producing sales agent with Coldwell Banker Residential Real Estate Services, was recently inducted into Floyd Wickman's Master Sales Society and earned the designation of "Master Salesperson."

The Society designation recognizes those associates who have completed a master level Floyd Wickman Course and who have fulfilled all of the requirements for membership. Less than 1 percent of all licensed Realtors attain this elite status.

"The Master Sales Society Master Salesperson designation is considered by many to be the highest level of achievement available to real estate agents today," Diane Verducci said.

"I strongly believe that education is the key to delivering outstanding client service. The more knowledge I have the better able I am to meet my client's needs."

Diane began her real estate career in 1976 and "quickly



Diane Verducci

became one of the area's most respected agents," according to Steve De La Pena, manager of Coldwell Banker's Berkeley office.

"With her wealth of knowledge and years of experience she is a tremendous asset to our company."

For more information call Diane at 486-1495.

## Summit

Continued from page 5  
gram focuses on how pairing local government grants, loans and guarantees can lower the up-front costs of homeownership while also helping foster more property rehabilitation. Freddie Mac recently introduced Community Gold®, a mortgage product specifically designed to leverage local government money to provide affordable rehabilitation financing in targeted communities. Community Gold promotes revitalization by financing purchases, refinances and rehabilitation of one- to four-unit properties in a single loan product.

Total amount borrowed can be up to 105 percent of a home's appraised value for purchase, and 120 percent for purchase-and-rehabilitation properties. Down payments for home purchase can be as

low as \$1,000.

Other topics included:

- In-fill New House Construction
- Working with the Homebuyer
- Subsidy Approaches
- Rehab/Construction Management
- Keys to Neighborhood Revitalization

Freddie Mac is a stockholder-owned corporation chartered by Congress in 1970 to create a continuous flow of funds to mortgage lenders in support of homeownership and rental housing. Freddie Mac purchases mortgages from lenders and packages them into securities that are sold to investors. Over the years, Freddie Mac has opened the doors for one in six homebuyers and two million renters across America.

## Get equity educated

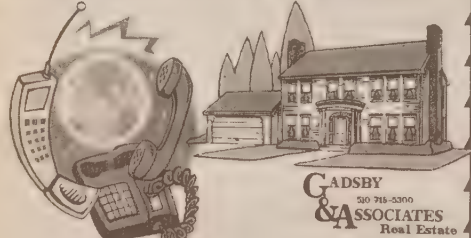
Consumers Union is launching a two-year campaign to teach San Francisco Bay area homeowners about dangerous and sometimes fraudulent home equity loans that can leave them penniless or homeless in some cases, both.

The nonprofit organization has published brochures in English and Spanish on home equity fraud

and reverse mortgages. It is also offering seminars around the Bay area to teach homeowners how to avoid home equity loan scams.

Low-income families are often targets of highscams that coaxed homeowners with a lot of equity into taking loans with high interest rates. For a free brochure Call Norma Garcia at (415) 431-6747.

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OPEN SUN. 2:30-4:30. 9960 GOLF LINKS RD. —HOME WITH VIEW OF THE BAY ON ITS OWN PRIVATE DRIVE. Large living, dining & family rooms, 4 bedrooms, 2 1/2 baths, 2300 sq ft. A must see at \$319,000. Debbie Budd, 748-1806

LARGE FAMILY HOME IN GLENVIEW AREA. Two bedroom home with in-law setup. Eddie Fagrey, 748-1755.

FIXER ON CORNER LOT. Three bedrooms. John Parten, 748-1767.

GREAT HOME FOR FIRST TIME BUYERS. Close to 580 access. Moon Tam, 747-1620.

3 UNITS. Easy to see 1 of the units. Call Thomas Yu, 748-1764.

40 UNITS. \$795,000. Moon Tam, 747-1620.

Moon Tam · 747-1620 We speak Mandarin, Cantonese and English  
Kitty Wan · 747-1621 我們精通國、粵、英語

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TREE LINED STREET. Low maintenance with lots of potential. 3 bedrooms, 1 bath, fireplace in living room, close to everything. Moon Tam, 747-1620.

VACANT LAND. This lot is on an improved road at the south end of Florence. Call Don Lindsey, 748-1798.

TWO UNITS. Separately metered, a 2 bedroom and a 1 bedroom. Call Fred Hobbs, 748-1774.

TOP FLOOR CORNER CONDO UNIT. Two bedrooms, 1 1/2 baths, close to UC Berkeley Light & airy. Call Sharon Greene, 523-9421.

MIXED USE BUILDING. Store front with two 3 bedroom units. Full basement and mezzanine. Moon Tam, 747-1620.

DUPLEX BY MILLS COLLEGE. Two bedroom, 1 bath each, 2-car garage, low-maintenance yard. By appointment only. Eddie Fagrey, 748-1755.

Patsy Chan 747-1630  
Thomas C. Yu 748-1764

## Tarpooff

Continued from page 5

and is an expert map reader (not I), and she can happily obsess for hours about structuring the details of a loan (difficult and boring for me).

People at the title company like her and, I have no doubt, look forward to getting her phone calls. Roofers, glass and fireplace men, termite and building inspectors and other agents like to hear from Anet, too. She always is so happy. She always sounds glad to be alive. She remembers everyone's name, says why she's calling and what she needs, and gives warm thanks when she gets it.

I really am lucky, don't you think? I never have to worry

that I'll have to pick up the phone. We always meet together, see houses, share what each of us learned individually, and I always know Anet's part will be done, on time, and best possible outcome.

The company is just of us, so whatever she does reflects on the other. Not to be better represented by Anet.

Pat Talbert and I are licensed agents and specialists who also offer estate consulting and more. They can be reached at 510-715-3300.

## STASKY & COMPANY



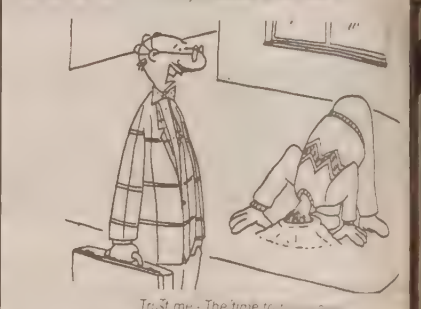
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A vintage 1920 beautifully remodeled bungalow in prime neighborhood!

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**Oakland**

\$63,900 625 EL DORADO AVE. Great studio comes fully furnished! Just moved in. Friendly neighbors, easy stroll to Piedmont Ave. shops and eateries. Russ Grant 814-4713

\$73,500 623 EL DORADO AVE. Great buy! One bedroom, 1 bath. Combine this unit with #105 & live in one and rent the other. Russ Grant 814-4713

\$123,000 3844 MAYBELLE. A large 2 BD, 1 1/2 BA condo in a quiet neighborhood above MacArthur. Located in a small complex with fireplace and covered parking. Russ Grant 814-4713

\$130,000 3633 HAROLD. REDUCED PRICE! Well-kept 2 BD, 1 BA house. Formal dining, large kitchen, large lot with lemon trees & 2-car garage. To be sold as is. \*Tom Lee 523-3352

\$133,000 6470 MACARTHUR. Two townhouse-style units in good condition. Both units are 2 BD, 1 BA. Close to Mills College. Kathy Hirsch 814-4706

\$179,000 360 LESTER AVE. What a deal in China Hill! A bright & sunny 3 bedroom bungalow with all hardwood floors, large living & dining room, freshly painted kitchen, big bedroom and huge basement. Ringo Lu 814-4848

\$210,000 4949 CORONADO. Two units both 2 bedroom, 1 bath. Great location! Fixer upper. To be sold "As is." Donn Gutierrez 814-4854

\$259,000 2712 FRUITVALE AVE. Two store fronts and 4 rental units in new China Town. Restaurant is included in sale price. New roof and paint. Call for details. Ringo Lu 814-4848

\$349,000 4085 WATERHOUSE RD. Traditional 3 bedroom, 2 bath split-level home with view of the hills. Formal dining room, random plank hardwood floor, workshop, covered patio, huge backyard and tandem garage. Russ Grant 814-4713

\$439,000 1431 TRESTLE GLEN RD. Prime Crocker Highlands location! Impressive 4 bedroom, 3 full bath home with a large master bedroom suite and family room. Hardwood floors and 2-car detached garage. Fred Christensen 814-4811

\$1,800,000 426 ALICE ST. Rare find! Great building in Jack London Square that can be developed. Lots of parking, approx. 22K sq ft. Drop ceiling space with air conditioner and heat. Great for loft. Ringo Lu 814-4848

**Berkeley**

\$139,900 921 CHANDLER. 3 bedrooms, 2 1/2 baths, in-law unit, 2-car garage and more. \*PENDING

\$140,000 14812 OUTFRIGER. 3 bedrooms, 2 1/2 baths, in-law unit, 2-car garage and more. \*PENDING

\$155,000 2513 GAL. 3 bedrooms, 2 1/2 baths, in-law unit, 2-car garage and more. \*PENDING

\$165,000 2325 N. MARINA BLVD. Single level 3 bed, 2 bath home with large rear yard. \*PENDING

\$205,000 2110 PACIFIC AVE. 3 bedrooms, 2 1/2 baths, in-law unit, 2-car garage and more. \*PENDING

**San Leandro**

\$140,000 14812 OUTFRIGER. 3 bedrooms, 2 1/2 baths, in-law unit, 2-car garage and more. \*PENDING

\$155,000 2513 GAL. 3 bedrooms, 2 1/2 baths, in-law unit, 2-car garage and more. \*PENDING

\$165,000 2325 N. MARINA BLVD. Single level 3 bed, 2 bath home with large rear yard. \*PENDING

\$205,000 2110 PACIFIC AVE. 3 bedrooms, 2 1/2 baths, in-law unit, 2-car garage and more. \*PENDING

**Fremont**

\$325,000 5418 ONTARIO. 6th of 10 units in a well maintained 3 bedroom, 2 1/2 bath, 2-car garage and custom window treatment. \*PENDING

\$325,000 788 PORTOLA DR. 3 bedrooms, 2 1/2 baths, in-law unit, 2-car garage and more. \*PENDING

\$375,000 Custom built 3 bedroom, 2 1/2 baths, in-law unit, 2-car garage and more. \*PENDING



## Moss

Continued from page 9

"Those are still significant loan amounts and we believe that property should be appraised by qualified people," said Gary DeWese, Northern California chapter president of the Appraisal Institute.

To put this in perspective, the average price of a home in America now stands at about \$178,000, according to Fannie Mae. Thus, no state-licensed or -certified appraiser is needed for an average priced home.

It is important to distinguish between appraisers who are licensed and certified by the state and those who have earned a designation from an organization such as The Appraisal Institute.

The Institute, an independent national association, confers designations such as Member Appraiser Institute (MAI). The state, on the other hand, has four levels

of appraiser licensing and certification: Trainee, Residential General, Residential Certified and General Certified appraisers.

The latter are not restricted by law as to what type of property they may appraise except to the extent that they must meet competency provisions found in the appraisers Uniform Standards rules. Most members of the Institute are licensed by the state. But not all state licensees have an additional designation. Currently, there are approximately 15,000 state licensed or certified appraisers in California. A little over 10 percent are in the trainee or apprentice category.

California's OREA opened midyear 1991. But the law requiring the use of licensed and certified appraisers did not go into effect until November, 1992, a little ahead of the Federal deadline of January 1, 1993. That was when 7,800 licensees were officially signed up by the state.

Today, it looks as if the num-

ber of state licensees has peaked and their numbers are coming down. "A lot of people blame the decline in work for appraisers on the de minimis," said Bob West, director of California's OREA.

"But when you look at the economy, the decline in real estate transactions, there are far more important factors."

The good news is, by most estimates the real estate business in California is now making an upturn. Licensed real estate professionals as well as appraisers should be able to earn a good living in the next few years.

Yet, even with reduced numbers, many industry observers believe there are still too many state licensed and certified appraisers.

"Currently we are in the first renewal cycle," West said. "We've had a decrease equal to about 80 percent of what we once were. There is a similar attrition rate in other states."

"I don't know if there are too many appraisers," West said.

"The one thing I am sure of is there's not a shortage."

The consumer may have benefited from a high number of appraisers because the price of an appraisal has not gone up much.

You'll still pay around \$300 for a standard single family residence. Price is often a factor in deciding whether or not to hire an appraiser. An appraisal for income property of up to four units should cost between \$500 and \$700.

Appraisals for larger residential income properties, commercial/industrial buildings, mixed use residential/commercial, and unique-use property will cost substantially more.

But DeWese points out that low cost appraisals may not be good for the consumer in the long run. And he believes the quality of appraisals has dropped.

"Licensing and certification has created more appraisers than the market demands," he said.

"And many meet only minimum appraisal standards."

Whether the consumer is benefiting in the long run is the question. In a rising market, it's not a problem.

But in a downturn they may be looked at in the future and the qualifications of the appraiser called into question." Director West said the true value to society of appraisal services is, and should be, dictated by the market place.

"Good appraisers add value to the transactions," he said, "by giving decision makers and policy makers at lending institutions accurate information that will assist them in making their decisions."

There is a need for licensed appraisers and when the state began issuing sheepskins, there was a rush to pass the test. Like the real estate gold rush of the 80s, it's begun to taper off.

And given the choice, plenty of people would consider not paying for an appraisal at all if the did not have to. In a sense, we have returned to the days of yore when anyone could be an appraiser.

It could happen all over again, couldn't it?

H.W. Moss is a licensed real estate associate with TCO in San Francisco. He also writes fiction and has a website. You can visit him at [www.netnovels.com](http://www.netnovels.com).



### Nick Thurlow Mortgage Loan Consultant

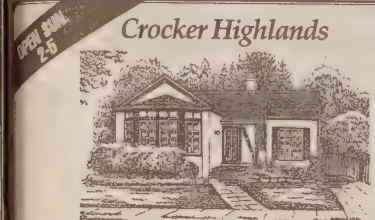
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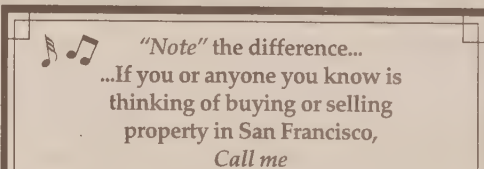
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## Market

Continued from page 6

in the first quarter this year. Only four percent of the sellers had negative equity. This is sharply lower than the almost 13 percent that lost money last year.

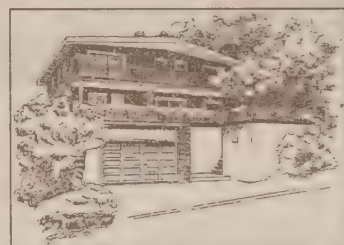
These market indicators bode well for the immediate future of the California housing market. Two major risks, however, should be considered. First, the Asian crisis is bound to slow the California economy, particularly in

the Silicon Valley, which is somewhat exposed to the slowing of exports to the Pacific Rim.

Second, the housing market could overheat, boosting home prices and hurting housing affordability. However, there is a chance that those risks will balance each other out as the Asian crisis could have a cooling impact on the state's housing market, which - with luck - could enhance the life expectancy of the current up-cycle.

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SIGHT FOR SORE EYES...\$775,000  
Spectacular 180° view of city, 5 bridges, over 5000 sq. ft., fabulous kitchen, level yard, renovated completely. Excellent home for entertaining and family. 1865 Melvin Rd. MARTHA SHIN 287-9806



MEDITERRANEAN WONDERFUL...\$569,000  
Architectural masterpiece. Quality & tasteful touches. Southern exposure, magnificent updating, 3+BR, 2.5BA, rumpus, FDR, eat-in kitchen, deck, yard, patio. NAHID NASSIRI 339-4000



TREASURED TRADITIONAL...\$249,000  
Just listed - Meticulously restored and updated traditional with exquisite garden! French doors and diamond pane windows, gleaming hardwood floors. 345 Santa Clara. PATRICIA BENNETT 482-9000



CROCKER HIGHLANDS CONTRACTOR'S SPECIAL...\$210,000  
New listing! See this 3BR, 2BA priced to sell in its "as-is" condition. Formal dining, hardwood floors, small garden. CHARLENE CLAYBAUGH 287-9585

THE FOLLOWING PROPERTIES EXCLUSIVELY LISTED. PLEASE CALL FOR AN APPOINTMENT.

BLACKHAWK PERFECTION...\$769,000  
Best describes this 5BR, 3BA home. Open, bright floor plan, quiet street, elegant decor, breathtaking views. Lovingly cared for. This home sparkles inside and out. This is as good as it gets. COOKIE WEINSTEIN 837-2200

SPANISH MISSION STYLE...\$729,000  
Just listed! A dream come true. Every room in this lovely 4BD/3BA restored to perfection. JENNIE LIPPINCOTT 655-7137

WESTSIDE ALAMO CHARMER...\$659,900  
On private wooded 1/2 acre, 2600+ sq. ft. includes 3BR, 3BA, home office, bonus room, master retreat, loads of built-ins, granite kitchen counters and cooking island. Pella windows, pool, spa, sauna and more! It is a beauty! ANDREA GLEASON 837-2200

CLAREMONT VIEW HOME!...\$634,000  
Open Sunday 2-4:30! View of GG Bridge, dramatic custom home - pine, wraparound decks, pvt entrance to lower BR & BA - gorgeous master BR, 128 Vicente. CHARLENE CLAYBAUGH 287-9585

NEVER BEEN ON THE MARKET...\$449,000  
Charming Traditional with fabulous view of the city, lovely hardwood floors, new carpets, formal dining room, Home office, low maintenance yard, seller motivated. MARTHA SHIN 287-9806

RUDGEAR WALNUT CREEK ESTATE...\$439,000  
Freshly painted interior, brand new carpet, new roof, plus 5 bedrooms & lot area. Great yards & private driveway. LEE HOLM 837-2200

WALL OF GLASS!!...\$399,500  
New listing! S.F. bridges. Serious and private cul-de-sac in Montclair, double lot, pool, new carpet and paint, plus in-law unit. MARTHA SHIN 287-9806

1912 CRAFTSMAN ESTATE ALERT!!...\$385,000  
Very special 4BR, 2BA classic with detached au-pair on 1/4 acre lot. Prime San Leandro North Area. Full attic and more bonuses await you. EARLE SHENK 287-9590

VIEW & PRIVACY...\$349,000  
The best of both worlds in this Montclair home on cul-de-sac. Bay & bridge view, large decks, yard, 4BR, 2BA, hwd flrs, floor to ceiling brick fireplace, dining/family room. NAHID NASSIRI 339-4000

ELEGANT MANOR IN OAKMORE...\$329,000  
A magnificent living room with cathedral ceiling, 2 fireplaces, large family rm & finished basement for expansion are just the beginning. Needs some work, but it's all there. MICHAEL HARDING 287-9598

PRIVATE, PEACEFUL, PERFECT...\$326,000  
Gorgeous split level brown shingle town house, with upgrades, spacious, high ceiling, view of bay, 2 car garage, many upgrades. Close to BART and restaurants. MARTHA SHIN 287-9806

A WINNER FOR THE BEGINNER!...\$324,000  
Great value - good space - wonderful Montclair location - 4BR, 2.5BA, peaceful canyon views, 2 flrs, vaulted ceilings, plank floors, wonderful deck & gazebo. A must see! NAHID NASSIRI 339-4000

JEWEL IN ROCKRIDGE...\$285,000  
New listing! You'll treasure the many fine Craftsman features in this restored Calif. Classic, walk to BART, shops and restaurants. Don't miss this gem! 2+BR, 1BA. Open Sunday 2-4:30, 5278 Shafter. M.J. McCONVILLE 287-9583

FORGET THE HOUSEWORK...\$276,900  
This charming and shining 3BR, 1BA beauty will be spic and span in no time, easy care floor and garden. Newer kitchen, ample storage, easy commute. ARNOLD MUELLER 530-6099

THIS ONE JUST FEELS LIKE HOME!!...\$258,000  
Hardwood and tile floors throughout this 3BR, 2BA Walnut Creek home, beautiful paver patio, vegetable garden, and 13 fruit trees. LOIS MISCH-YOUNG 837-2200

FOUR BEDROOMS, TWO BATHS...\$254,888  
Dublin beauty. One story home with new kitchen and hwd floor, huge pool, two side access. JIM DAMAN 837-2200

FIRST OPEN - GRAND OPPORTUNITY...\$229,000  
Glorious San Leandro North Area 3+BR, 1+BA tri-level. Great floor plan on 1/4 acre lot. Seller will credit \$5 towards finishing touches. Open Sunday, 2-4:30, 615 Broadmoor. EARLE SHENK 287-9590

LIVE IN ONE - RENT THE OTHER...\$175,000  
Classic side by side duplex in desirable new China Town area. Private garden plus shop. Lots of storage, easy commute - ready for you. ARNOLD MUELLER 530-6099

INCREDIBLE VALUE FOR STARTERS...\$159,000  
Upper Laurel - Just add your own personal touch to this light and bright spacious starter. Cozy fireplace. Large kitchen and master suite - just a few of the amenities. ROSEMARY GREENE 635-9842

CLASSY CONDO!!...\$96,500  
You'll delight in this darling 1BR unit with own laundry, in courtyard setting - conveniently located near Piedmont Ave. Shops, freeway, Bus and Kaiser. M.J. McCONVILLE 287-9583



SMART  
MONEY

LEILA GOUGH

The ups and downs of the stock market — what investment pros call market volatility — can easily undermine investor confidence and disrupt the best-laid investment plans. This volatility often creates the situation in which some investors, in order to sidestep any potential pain, exit stocks prematurely, before the true potential of the investment has a chance to be fully realized.

If you are a long-term stock investor who is tempted to become a short-term trader following dramatic drops in the value of your stock portfolio, take heed: volatility is a normal phenomenon and does not necessarily mean you should begin selling stocks whose market prices have dipped in recent weeks. But you may be asking yourself: How do I know that the market's recent roller-coaster ride is normal?

To answer that question, let us take a historical look at the volatility of common stocks. According to professors Jack Wil-

## No pain, no gain

son and Charles Jones of North Carolina State University, over the last 78 years, the average annual standard deviation (a measure of volatility) of common stocks as measured by the S&P 500 Composite, has averaged 1.3 percent about every three days.

With the Dow Jones Industrial Average currently near the 9,000 level, this would imply an average point move every three days of about 117 points (1.3 percent of 9000).

On the surface this may seem extreme, but this is approximately the same percentage move common when the great bull market was in its infancy in 1981.

At that time, when the Dow Jones Industrial Average hit 1,000, the cumulative point move every three days was closer to 13 points (1.3 percent times 1,000). So in reality, the frequent 100-plus point moves in the Dow Jones Industrial Average are really no worse than the 13 point moves often seen in 1981.

But an examination of volatility should go further than looking at historical patterns of the Dow. According to the Chicago Research on Security Prices, smaller company stocks listed on the New York Stock Exchange between 1925 and 1995 were more volatile than larger company stocks.

While the study found that small company stocks offered potentially greater risk, these stocks also offered greater returns than their large company counterparts. But past performance is not guarantee of future results.

To help you remain calm through the stock market's peaks and valleys, make sure your portfolio includes a proper mix of stocks of different sized companies within different industries.

Remember, the goal is not to avoid declining stocks but rather to reduce, to the greatest extent possible, the damage that can be inflicted upon your portfolio by any single poorly performing stock. A properly diversified portfolio should include at least 15 to 25 stocks, diversified across roughly eight different types of industry groups.

The bottom line is that risk is part of investing in the stock market and that today's volatility is in no way unusual when compared to historical patterns. Remember, don't sell your stocks in a panic amid the market's normal ups and downs. Risk is to be expected — but today's pain could be tomorrow's gain.

Leila Gough is an Associate Vice President with A. G. Edwards. She can be reached at 273-8840. Check out the A.G. Edwards Web page at [agedwards.com](http://agedwards.com).

## 15-year fixed gains in popularity

A quarterly Freddie Mac financing study shows 15-year fixed-rate mortgages increasing in popularity among borrowers refinancing 30-year fixed-rate mortgages. According to the study, 31 percent of borrowers originally holding 30-year fixed-rate mortgages chose to move into 15-year fixed-rate mortgages, up from 29 percent in the first quarter, the highest percentage since the second quarter of 1996.

Interestingly, borrowers with 15-year fixed-rate mortgages refinanced less often into a new 15-year mortgage in the second quarter — 72 percent versus 77 percent in the first quarter.

Holders of 15-year mortgages elected new 30-year fixed-rate mortgages 24 percent of the time in the second quarter, up from 21 percent in the first quarter.

Loyalty to 30-year fixed-rate mortgages when refinancing remained strong among borrowers in the second quarter, but was about 10 percentage points behind that for 15-year mortgage borrowers for new 15-year mortgages.

Approximately 62 percent of 30-year borrowers selected a new 30-year fixed in the second

quarter, down from 64 percent in the first.

Borrowers who originally held adjustable rate mortgages (ARMs) preferred the 30-year fixed over 15-year Fixed-rate mortgages or one-year ARMs when they refinanced, 27 percent choosing the 15-year fixed, up from 25 percent in the first quarter of 1998.

"Continued low mortgage interest rates over the last year have led to a boom in the refinancing sector of the housing market," said Vassilis Lekkas, senior economist for Freddie Mac.

"With interest rates so affordable, it has become easier for more borrowers who had originally held 30-year fixed to change into 15-year fixed without suffering a big increase in their monthly payments."

The Freddie Mac study, which looks at loans homeowners choose when refinancing, is based on mortgages for which Freddie Mac purchased both the original and new loans.

Among borrowers refinancing 30-year fixed-rate mortgages, 62 percent chose to go into 30-year fixed-rate mortgages, down from 64 percent in the first quarter of 1998. Of borrowers refinancing 15-year fixed, 24 percent opted to go into a 30-year fixed, up from

'With interest rates so affordable, it is easier for borrowers with a 30-year fixed to change into a 15-year fixed without a big increase in their monthly payments.'

Vassilis Lekkas, Freddie Mac

21 percent in the first quarter of 1998.

Lastly, 65 percent of borrowers holding 30-year ARMs refinanced into fixed-rate mortgages, a slight increase from 63 percent in the first quarter of 1998.

Approximately 43 percent of conventional mortgages in the second quarter of 1998 were for refinancing, down from 57 percent in the first quarter of 1998, still higher than the second quarter of 1997.



## \*OAKLAND\* ...OPEN SUNDAY 2-4:30...

- 6431 GWIN RD**, Montclair. 3+bd/2.5ba. Flawless new home with panoramic view! Prudential CA Realty, Kathy Florence 339-9290 **\$1,150,000**
- 13243 CAMPUS DR**, Ridgemont. 6bd/4ba. New Listing! Magnificent new home w/pano bay wsw! 2 mstr suites. Pacific Union, Dick Cohen 339-6460 **\$938,000**
- 81 SHERIDAN**, Rockridge. Fab almost new 5+4/4+ trad'l. Garden. Pano 3-bridge w/ custom features. The GRUBB Company, Susanne Paul 339-0400 **\$869,000**
- 9068 BROADWAY TER**, Montclair. Luxury new 5+3/5 Med. Great bay views! Beautiful interior finishes. The GRUBB Co, John Karmay 339-0400 **\$800,000**
- 12700 SKYLINE** @ Mott Pl. Skyline Estates. 3bd/3ba. Gated. Pool. Rm for tennis. More! LaSalle Properties, Ed Lindorfer 339-8900 **\$780,000**
- 1260 GRANDVIEW DR**, Claremont Hills. 4bd/3+ba. Stylish 3yr old contemp w/bay wsw, kit/family rm, courtyard. Pacific Union, Patricia Scott 339-6460 **\$775,000**
- 1000 LEO WAY**, Montclair. 4bd/3ba w/beautiful details. Gorgeous level yard! Prudential CA Realty, George Millions 339-9290 **\$749,000**
- 2130 MANZANITA RD**, Spacious hilltop retreat. 4bdrms, den. Style and design!! Wvs of Contra Costa & Bay! The GRUBB Co, Debra Dwyer 339-0400 **\$749,000**
- 6427 ASCOT DR**, Montclair. NEW LISTING! Quality 6bd/5ba hm with beautiful landscaping. Pool. Gourmet kitchen. Pacific Union, Teri Carlisle 339-6460 **\$729,000**
- 3211 CREIGHTON WAY**, Best View in Town! Price Reduced! Hdws, terrific kit, soaring ceiling, 2 fl. Wells & Bennett, Carol Robbiano 531-7000 X292 **\$709,000**
- 6186 MAZUELA DR**, Smashing 2yr old contemp. Quality! 5/3 w/family rm & rumpus. View. The GRUBB Company, Linda McClain 339-0400 **\$699,000**
- 738 MOUNTAIN BL**, Montclair. NEW LISTING! Beautiful new constr. 4/3 w/family room, gourmet kitchen. Lg yd. Pacific Union, Nancy Moore 339-6460 **\$668,800**
- 225 GRAVATT DR**, Claremont Hills. 4bd/3+ba 5yr old contemp w/bay wsw. Kit/family rm, 3 decks. Pvt mstr suite. Pacific Union, Patricia Scott 339-6460 **\$659,500**
- 1966 MANZANITA DR**, Montclair. SF & Contra Costa views. Architect designed. 4+2 1/2. Family & rec rms. Level out. GRUBB Co, Angela Grubb 339-0400 **\$659,000**
- 6350 CONTRA COSTA**, Upper Rockridge. 4bd/4ba gorgeous new home w/au pair set-up. LaSalle Properties, Carin Caroe 339-8900 **\$644,900**
- 6775 ESTATES DR**, Montclair. 5bd/4ba. BEST BUY! Bay view home on 1/2 acre in prime area. LaSalle Properties, Harry Kress 339-8900 **\$599,000**
- 11 BAY FOREST**, Best buy/great area! 4bd/2.5 bath on cul-de-sac. Lg kit, fam rm opens to liv yd w/bay vw. Wells & Bennett, David Hennigan 601-9540 **\$589,000**
- 1132 MANDANA**, Crocker Highlands. 3bd/3 1/2 ba Normandy. Formal LR & DR. Coldwell Banker, Dell R 339-1174 **\$569,000**
- 16 HUMPHREY PL**, Crocker Highlands. 3+bd/2ba. NEW LISTING! Huge landscaped lot. FDR, mstr suite. Pacific Union, Debi Fitzgerald 339-6460 **\$539,000**
- 7071 SKYLINE BL**, Montclair. New listing. 4bd/3ba w/fab SF views! Gourmet kitchen. Pacific Union, Sandra Klemmer/Dick Cohen 339-6460 **\$529,000**
- 6819 PINEHAVEN RD**, Price Reduced! Montclair, 3/2 on 1/2 acre. Mini-estate. Pool, spa, greenhouse! LaSalle Properties, Ed Lindorfer 339-8900 **\$524,500**
- 6525 CHELTON DR**, 3/2 w/LR & DR up, dbl size bath w/jacuzzi on 2nd level, lower floor w/family rm & 4th bd or library w/sep entry. Pano canyon vw! Price Reduced! Seller Motivated! Century 21 Korpi, Ivn 276-2020 X169 1-4 **\$515,000**
- 2755 BUTTERS**, 4bd/3+ba. New listing! Spacious contemp in private setting. Bay views. Pacific Union, Michelle Vasey 339-6460 **\$499,000**
- 7237 SKYLINE BL**, Montclair Hills View home! 3/2 1/2 multi-level. Grt separation of space. City & hills vw. Coldwell Banker, Ruth Lockhart 339-1174 **\$499,000**
- 1877 MELVIN RD**, Oakmore. 3+3/3 w/sweeping bay & bridge views! FDR, brfst rm, hdwd floors. Coldwell Banker, Norm Robinow 339-1174 **\$499,000**
- 77 CHELTON LN**, Montclair. 4bd/2ba. Coldwell Banker, Bonnie Ross 486-1495 2-4 **\$499,000**
- 636 HILLGIRT CIRCLE**, FIRST OPEN! Splendid 6/3+ craftsman w/ orig.details. Dream kitchen. 2bd au pair. Pacific Union, Tom Wurst 339-6460 **\$469,000**
- 4267 COOLIDGE**, Lincoln Hts. 5/3 1/2. Pano bay wsw. 3500 sq. ft. Remod kitchen, media/rec rm, workshop, flex au pair/home office. Hdws, decks. Sara Cox Realty 530-3604 **\$459,000**
- 2549 STOCKBRIDGE DR**, P. Pines. Charming 3/2 trad'l w/hdwd floors & new carpet. Fab view of SF, bridges. Montclair Better Homes Realty 339-8400 **\$449,000**
- 801 CALMAR**, Sunny & spacious! Delightful English style 4/3.5 w/lg yard. Possible home office. Wendy Callaghan 531-7000 X237 **\$439,500**

- 2001 BRAEMAR RD**, Oakmore. 4bd/3ba w/in-law set-up! View! Prudential CA Realty, Herb Manor 339-9290 **\$430,000**
- 5345 ESTATES DR**, Upper Rockridge. 3+2+ pristine all level trad'l. Updtd kit/ba. Level yd. Au pair/guest suite. Pacific Union, Jeffrey Himmel 339-6460 **\$429,000**
- 4384 REDWOOD RD**, Oakland Hills 4+2+ view home. Kitchen/family room. Decks. The GRUBB Company, Angela Wei Grubb 339-0400 **\$399,000**
- 2749 CAMINO LENADA**, Piedmont Pines. 5/2 1/2. Serene, private setting. Exceptional upgrades in this 2-level contemp. Great room off kitchen. Richardson R.E. Services 569-3499, Georgia Richardson **\$392,500**
- 714 CALDWELL RD**, Montclair. New listing! 3bd/1+ba. Sunny split-level trad'l. Park-like setting w/level yd. Pacific Union, Ann Nichols 339-6460 **\$389,000**
- 550 ELYSIAN FIELD**, Sequoyah Heights. 4bd/3.5ba. Charming! Prudential CA Realty, Erik Johnson 339-9290 **\$382,000**
- 6700 SARONI DR**, New listing! Elegant 3/2 remod contemp w/South bay wsw. Woodsy location. Decks! Wells & Bennett, Katie Meadow 531-7000 X288 **\$374,900**
- 1101 NORWOOD AVE**, Crocker Highlands. 3/2+ charming Colonial w/FDR, EIK, sunny deck, lg rec rm. Pacific Union, Wendy Gardner 339-6460 **\$369,000**
- 5805 KEITH**, Rockridge. 3+bd/2+ba. Pristine Arts & Crafts 2-story bungalow. 2200sf. 3 sunrooms. Prudential CA 845-0200, Barbara Reynolds 287-9861 **\$369,000**
- 1680 WOODHAVEN WAY**, Montclair. 4bd/2+ba in garden setting. Mstr suite, frpl, hdws. Lg yd. Charming! Pacific Union, Nancy Chew 339-6460 **\$359,000**
- 1740 MOUNTAIN BL**, Montclair charmer. 3bdrm, FDR, frpl, garden. Close to village. New Listing! Probate. Coldwell Banker, Pat Whittingslow 339-1174 **\$359,000**
- 2624 ALIDA ST**, 1st time ever for sale! 3/3. Spacious/gracious/quality. City vw, frpl, wishp, fam & bonus rms. Coldwell Banker, Rachel Baller 339-1174 **\$359,000**
- 2919 BURDECK**, Joaquin Miller. 4/3. Beautiful floor plan. EZ maint.yd. Hdws, hi ceiling. Value! Prudential CA 428-0900, Suzanne Yamamoto 644-5477 **\$349,000**
- 5935 BALBOA DR**, Montclair/Shepherd Canyon. 3/2.5 contemp w/plus lot. Woodsy. Private. Plus office! LaSalle Properties, Mel Copland 339-8900 **\$349,000**
- 4710 FAIR AVE**, Redwood Hts. Fab restored 4/2 shingle farmhouse on 1/3 acre w/rolling lawns. Pacific Union, Dee & Joe Knowland 339-6460 **\$349,000**
- 1407 TRESTLE GLEN**, Crocker. Charm & location! 2+1/1. Lg plus rm for office or nursery. FDR, remod kit. Prudential CA, Dolores 834-2010 **\$345,000**
- 7134 SARONI**, Montclair. 3+bd/3ba. 1st open! Charm & privacy. Hot tub. LaSalle Properties, Lois Johnson 339-8900 **\$339,000**
- 6342 DORAN DR**, Montclair. 3+bd/2+ba. NEW LISTING! Great space and light. FDR, family rm, office. Pacific Union, Donna Gouletta 339-6460 **\$339,000**
- 5938 CHABOT**, Rockridge. Exciting Euro design w/gourmet kitchen, private deck. Pacific Union, Donna DeBardi 339-6460 **\$337,000**
- 5878 MORAGA**, Montclair. Spacious 2/2 split level w/2 frpls, hdws. Near transportation. Prudential CA 834-2010, Jay Coleman 869-4682 **\$335,000**
- 4120 PATTERSON AVE**, Redwood Hts. 3bd/3ba w/bay views. Level yard. Private. Built 1970. LaSalle Properties, Helen Nichols 339-8900 **\$329,000**
- 1289 HOLMAN RD**, Crocker Highlands. Lovely 3+2 trad'l w/Old World Charm! FDR, sunroom, family rm. Yd. Coldwell Banker, Darcy Diamantine 339-1174 **\$329,000**
- 6634 CHABOT**, Rockridge. New listing! 3/2 Med w/curb appeal. Near shops, BART, dining. Potential! AS IS. Coldwell Banker, Ruby Ng 339-1173 **\$319,000**
- 1331 TRESTLE GLEN**, Crocker. NEW LISTING. Charming 2/1 level trad'l. FDR, updt EIK. Pacific Union, Vicki Woodhead **\$315,000**
- 7245 SAYRE DR**, One Look Will Do! You will see the value right away in this Montclair 3bdrm/3bath home tucked away from the street, offering family room off kitchen, private front yard, back patio. All appliances included. Montclair Better Homes Realty 339-4000 **\$309,500**
- 3911 ARDLEY**, Glenview. 3/2 craftsman bungalow w/orig.details & tasteful updates! Quiet tree-lined street. Wells & Bennett, Noll Davis 531-7000 X263 **\$305,000**
- 577 FOREST AVE**, Rockridge. 3bd/1ba. 2-car garage. Close to BART & transportation. Prudential CA Realty, Margaret Boyer 339-9290 **\$299,000**
- 6022 COLTON BLVD**, Montclair. 3bd/2ba trad'l w/bay view. Prudential CA Realty, Yehuda Ben-David 339-9290 **\$295,000**
- 1277 BATES RD**, Crocker. Builder/Owner Contemporary. 4/1 1/2. Hill views. Hdwd floors. EIK. Richardson RE 433-9996, Jackie Carter 632-2539 **\$294,500**
- 5278 SHAFTER**, Rockridge. Gorgeous 2+1/1 Craftsman w/many features. Walk to shops. Montclair Better Homes Realty 339-8400 **\$285,000**

- 1350 HOLMAN RD**, Trestle Glen. 2+1/1.5. Totally enclosed yd. Hll vw. FDR. Family rm, office. Prudential CA 834-2010, Lois Harris 287-2521 **\$284,000**
- 4100 GREGORY ST**, New listing! Redwood Hts. 3bd/2ba w/beautiful remod kit/baths. Hdws. Oak tree setting. Pacific Union, Diane McCar 339-6460 **\$284,000**
- 4320 BROADWAY AVE**, Glenview. Wonderful 3bd/1+ba bungalow w/orig.details. Lg sunny rms. FDR. Yard. Pacific Union, Joan Dark 339-6460 **\$284,000**
- 4475 BRIAR CLIFF**, Sequoyah. 3bd/3ba. FDR, hdws, huge family rm. Office. Private setting. Prudential CA, Darrin Tinsley 287-5837 **\$284,000**
- 3718 RANDOLPH**, Spacious 3+bd/2ba w/lg country kitchen, FDR, hdwd floors. Great backyard. Wells & Bennett, Don Dunning 482-2255 **\$284,000**
- 1414 ALLMAN ST**, NEW LISTING! Glenview charmer! 3bd plus den. 1.5ba. LR w/frpl, lg DR, EIK, newer appliances. EZ commute. Private backyard. Wells & Bennett, Chris Christensen 531-7000 X242 **\$284,000**
- 5501 BROADWAY**, Rockridge. Charming 2+1/1 bungalow. Craftsman style details. Hdws, blt-ins, sunny level yd. GRUBB Co, James Garcia 339-6460 **\$284,000**
- 3206 HANNAH #5**, Live/work community. Spac. tr-level unit. Gated. pkg. EZ commute. Wkspace w/sep entry. Prudential CA, Vanessa 287-2581 **\$284,000**
- 3397 JORDAN**, Redwood Heights. 3bd/2ba. Renovated ranch. Just reduced! Prudential CA Realty, Gene Boomer 339-9290 **\$284,000**
- 45 MOSS AVE**, X St Oakland. Adams Pt. 3/2 stunning craftsman. Frpl, hdws, FDR, gourmet kit. Lg yd w/fruit trees. Prudential CA, Rhonda 277-9747 **\$284,000**
- 3075 ARIZONA**, Laurel. Charming 3bd/2ba bungalow w/newer addition mstr suite. Lovely nghtbrd/level yard. Coldwell Banker, Donna Conroy 339-6460 **\$284,000**
- 3615 WOODRUFF AVE**, Glenview. 3bd/2ba w/hdwd floors, FDR. Private patio & garden. LaSalle Properties, Clair Hutchins 339-8900 **\$284,000**
- 2931 BURDECK**, Joaquin Miller. 2+1/1 delightful condo alternative. Updtd kitchen. Wooded setting. Prudential CA 428-0900, Debbie Newton 339-6460 **\$284,000**
- 3124 SYLVAN AVE**, Laurel. New listing. Charming 2bd/1ba bungalow. Refinished hdws. New paint. Garden. Pacific Union, Wendy Sprague 339-6460 **\$284,000**
- 8390 GOLF LINKS RD**, Oakknoll. 3/2.5 grt family hm. LR w/frpl. New kit, lg family rm. Seller credit for add'l work. Prudential CA, Rhonda 277-9747 **\$284,000**
- 8033 FONTAINE ST**, Oak Knoll. Lovely light-filled 3/2 starter. Remod kit/bath. Frpl, skylites. Lg backyard. Prudential CA 845-0200, Ted Munz 339-6460 **\$284,000**
- 3791 LAUREL**, Laurel district. 3bd/1ba. Prudential CA Realty, Jim Forquer 339-9290 **\$284,000**
- 1093 65TH ST**, North Oakland. Value packed 3bd/2ba family home is great for work & play! Montclair Better Homes Realty 339-4000 **\$284,000**
- 5343 BROADWAY TERRACE #202**, 1st OPEN! 2bd/2ba. Great location! Prudential CA Realty, Gene Boomer 339-9290 **\$284,000**
- 7971 SANFORD ST**, Oakland Hills cutie. Price Reduced! Sweet 3/1 starter w/large level yard. Coldwell Banker, Adrienne Broche 339-1174 **\$284,000**
- 536 59TH ST**, No. Oakland. 2/1 nice starter w/non-conforming studio attached. Price Reduced! Prudential CA 834-2010, Henriette Green 869-4682 **\$284,000**
- 7917 OUTLOOK AVE**, 3bd/2ba. Sunny. Delightful new listing! Prudential CA Realty, P. Cornford 339-9290 **\$284,000**
- 322 HANOVER #210**, Lakeshore. 2/2 decorator perfect condo w/frpl, patio, atrium on mstr bdrm. Prudential CA 834-2010, Richard Matos 287-2521 **\$284,000**
- 2801 EASTMAN AVE**, Lower Laurel. 2+1/1. Just listed! Nwr kitchen. 1100+sf. Hdws. 2-car garage. Prudential CA 834-2010, Nader 423-7254 **\$284,000**
- 7925 GREENLY DR**, Oak Knoll. Cozy 1/1 cottage! Wooded setting. Sep. office & sep. wishp. Lg yd w/hill vw. Marvin Gardens 527-2700 **\$284,000**
- 3201 COURTLAND AVE**, Maxwell Park. 2+bd/2ba. Cosmetic rfr. Large lot. Prudential CA Realty, Ed Marshall 339-9290 **\$284,000**
- 2005 PLEASANT VALLEY #112**, Rockridge. Ideal location. Ample closets! Sunny. Quiet courtlyd location. Pool/gym. Prudential CA, Suzanne 339-6460 **\$284,000**

## \*ALAMEDA\* ...OPEN SUNDAY...

- 2804 BAYVIEW**, 3bdrm/2.5 bath bay front home. Hdws. Grt views! LaSalle Properties, Vickie Chan Case 339-8900 1-5 **\$284,000**
- 225 CENTRAL**, 3bd/2ba. Charming & sunny. Pvt deck. Lg yard w/ fruit trees. Montclair Better Homes Realty 339-4000 2-4:30 **\$284,000**



Advertise in the Open Home Guide!  
The Montclarion, The Piedmonter, The Berkeley Voice, The Journal  
CALL 568-7233 or FAX 568-7322  
2 Lines / 4 Newspapers / \$23.00  
Deadline: NOON on Wednesday!





## AREA HOME SALES

<b>ALAMEDA</b>	
234 Bannister Ct. - \$267,500	816 Richmond St. - \$195,000
1210 Broadway - \$135,000	828 Richmond St. - \$245,000
2908 Calhoun St. - \$255,000	<b>EL SOBRANTE</b>
1005 C. Del Valle - \$177,000	899 Appian Knoll Ct. - \$149,000
1425 Chestnut St. - \$330,000	209 Del Valle Cir. - \$85,000
1221 Grand St. - \$457,500	4647 Hilltop Dr. - \$135,000
117 Holly Oak Ln. - \$238,000	637 Santa Maria - \$118,500
602 Lagunaria Ln. - \$267,000	3910 Wesley Way - \$170,000
3826 Liberty Ave. - \$296,000	<b>EMERYVILLE</b>
1601 Lincoln Ave. - \$250,000	6363 Christie #2612 - \$147,000
3211 Monte Vista - \$270,000	2 Commodore #382D - \$112,000
138 Oak Park Dr. - \$239,000	43 Emery Bay Dr. - \$100,000
2153 Pacific Ave. - \$286,000	<b>OAKLAND</b>
2113 Phoenix Ln. - \$206,000	2219 106th Ave. - \$125,000
1803 San Antonio - \$480,000	1926 11th Ave. - \$248,000
135 Sheffield Rd. - \$435,000	1432 44th Ave. - \$119,000
116 Stanbridge Ln. - \$480,000	884 47th St. - \$162,000
<b>ALBANY</b>	839 52nd St. - \$121,000
1142 Evelyn Ave. - \$285,000	1384 63rd Ave. - \$95,000
1461 Marin Ave. - \$205,000	1060 69th Ave. - \$133,000
585 Pierce St. #1207 - \$167,000	1665 Alhambra Ln. - \$309,000
<b>BERKELEY</b>	565 Bellevue #1508 - \$142,000
2825 Acton St. - \$249,000	565 Bellevue #1903 - \$451,000
1815 Allston Way - \$100,000	565 Bellevue #2301 - \$145,500
1814 Blake St. #1 - \$102,000	565 Bellevue #2302 - \$279,500
1260 Carrison St. - \$87,000	565 Bellevue #807C - \$235,000
1225 Cedar St. - \$194,000	5781 Buena Vista - \$762,000
29 Domingo Ave. - \$830,000	2660 C. Lenada - \$425,000
1417 Grizzly Peak - \$275,000	461 Cavour St. - \$276,000
2618 MLK Jr Way - \$250,000	715 Cleveland St. - \$226,000
2843 McGee Ave. - \$119,000	11729 Cranford Way - \$306,500
14 Menlo Pl. - \$525,000	3641 Dimond Ave. - \$252,000
42 Somerset Pl. - \$577,000	2715 Durant Ave. - \$132,000
2614 Warring St. - \$230,000	6129 East 17th St. - \$90,000
<b>EL CERRITO</b>	10575 Englewood - \$287,000
422 Ashbury Ave. - \$227,000	5707 Fleming Ave. - \$169,000
417 Everett St. - \$231,000	801 Franklin #1428 - \$163,000
827 Everett St. - \$168,000	7411 Fresno St. - \$100,000
1106 Richmond St. - \$145,000	3140 Frye St. - \$235,000
	322 Hanover #512 - \$146,000

320 Lee St. #601 - \$101,000	1384 Graff Ave. - \$233,000
295 Lenox Ave. #301 - \$167,000	15065 Hesperian #23 - \$94,000
5715 Linwood Ave. - \$241,500	566 Joaquin Ave. - \$150,000
2600 Logan St. - \$121,500	983 Joaquin Ave. - \$249,500
3018 Madeline St. - \$182,000	880 Lee Ave. - \$92,000
1048 Mandana Blvd. - \$319,000	1448 Pacific Ave. - \$159,000
5116 Manila Ave. - \$430,000	2258 Regatta Cir. - \$319,500
5751 Merriewood Dr. - \$365,000	1489 Sayre St. - \$236,000
330 Park View Terr. - \$120,000	1686 Thrush Ave. - \$142,000
6453 Pinehaven Rd. - \$259,000	558 Victoria Ct. - \$265,000
4209 Reinhardt Dr. - \$258,000	2251 Wimbledon 191 - \$195,000
6218 Rockwell St. - \$510,000	<b>SAN LORENZO</b>
4626 San Sebastian - \$315,000	1943 Bandoni Ave. - \$155,000
6100 Shattuck Ave. - \$90,000	1086 Via Coralla - \$210,000
3027 Sheffield Ave. - \$234,000	648 Via Manzanar - \$172,000
7321 Skyline Blvd. - \$405,000	1227 Via Nube - \$178,000
8767 Skyline Blvd. - \$365,000	237 Via Pecora - \$190,000
5835 Thornhill #2 - \$134,500	
3900 Webster St. - \$103,000	

## SALES STATS BY CITY

<b>PIEDMONT</b>	<b>ALAMEDA</b>
141 Greenback Ave. - \$390,000	<b>TOTAL SALES: 17</b>
<b>RICHMOND</b>	<b>LOWEST PRICE: \$135,000</b>
1515 24th St. - \$140,000	<b>HIGHEST PRICE: \$480,000</b>
3232 Annapolis Ave. - \$149,500	<b>AVERAGE PRICE: \$298,176</b>
1200 Brickyard #310 - \$232,500	<b>ALBANY</b>
453 Carlston St. - \$241,000	<b>TOTAL SALES: 3</b>
3627 McBryde Ave. - \$130,000	<b>LOWEST PRICE: \$167,000</b>
4680 Morwood Dr. - \$275,000	<b>HIGHEST PRICE: \$285,000</b>
3522 Ohio Ave. - \$120,000	<b>AVERAGE PRICE: \$219,000</b>
2725 Rheem Ave. - \$123,000	<b>BERKELEY</b>
3794 Stonegen - \$80,500	<b>TOTAL SALES: 12</b>
<b>SAN LEANDRO</b>	<b>LOWEST PRICE: \$87,000</b>
1705 151st Ave. - \$225,000	<b>HIGHEST PRICE: \$830,000</b>
1821 Benedict Dr. - \$275,000	<b>AVERAGE PRICE: \$294,833</b>
103 Beverly Ave. - \$167,000	<b>EL CERRITO</b>
380 Bowling Green - \$184,000	<b>TOTAL SALES: 6</b>
362 Breed Ave. - \$310,000	<b>LOWEST PRICE: \$145,000</b>
965 Bridge Rd. - \$235,000	<b>HIGHEST PRICE: \$245,000</b>
2458 Fairway Dr. - \$127,000	<b>AVERAGE PRICE: \$201,833</b>
395 Garcia Ave. - \$172,000	

<b>EL SOBRANTE</b>
<b>TOTAL SALES: 5</b>
<b>LOWEST PRICE: \$85,000</b>
<b>HIGHEST PRICE: \$170,000</b>
<b>AVERAGE PRICE: \$131,500</b>
<b>EMERYVILLE</b>
<b>TOTAL SALES: 3</b>
<b>LOWEST PRICE: \$100,000</b>
<b>HIGHEST PRICE: \$147,000</b>
<b>AVERAGE PRICE: \$119,666</b>
<b>OAKLAND</b>
<b>TOTAL SALES: 46</b>
<b>LOWEST PRICE: \$90,000</b>
<b>HIGHEST PRICE: \$762,000</b>
<b>AVERAGE PRICE: \$235,978</b>
<b>PIEDMONT</b>
<b>TOTAL SALES: 1</b>
<b>PRICE: \$390,000</b>
<b>RICHMOND</b>
<b>TOTAL SALES: 9</b>
<b>LOWEST PRICE: \$80,500</b>
<b>HIGHEST PRICE: \$275,000</b>
<b>AVERAGE PRICE: \$165,722</b>

<b>SAN LEANDRO</b>
<b>TOTAL SALES: 19</b>
<b>LOWEST PRICE: \$92,000</b>
<b>HIGHEST PRICE: \$319,500</b>
<b>AVERAGE PRICE: \$201,578</b>
<b>SAN LORENZO</b>
<b>TOTAL SALES: 5</b>
<b>LOWEST PRICE: \$155,000</b>
<b>HIGHEST PRICE: \$210,000</b>
<b>AVERAGE PRICE: \$181,000</b>

This list was compiled for publication in the Hills Newspapers by TitleTech of Oakland which obtains weekly records from the county recorder's office. Neither company guarantees accuracy or completeness of the information. Sales prices are estimated based upon applicable county transfer taxes. All questions regarding this information should be directed to Bud Gorham at 568-7233.

## Garden Center library

The Oakland East Bay Garden Center Inc. has a library of books on plants, gardening and horticulture. The library has 300 reference books and 900 books that circulate for a period of 30 days.

The center's library card that allows you access to these books, which cover virtually

every gardening topic from "Aaron's Beard" to "zucchini," is available for the small annual fee of \$2.

The library, located in the Garden Center Building, 666 Bellevue Ave., Oakland, is open Thursdays 11:45 a.m. to 2:30 p.m. (except holidays). Call 482-5252.

# YOUR WEEKEND GUIDE

# OPEN HOMES

## \*ALBANY\* \*\*\*OPEN SUNDAY\*\*\*

909 WASHINGTON, 3/2 w/ space galore. Mint! Sep entry hm office. \$303,000	
Pano SF bay vws. Walk to all. Red Oak RE 527-3387 X209, Diane 526-5273 2-4	
951 MADISON, Move in condition. Quiet street, wonderful neighborhood. 2bd/1ba, remodeled woodframe home. 528-8015 1-4	\$249,000

## \*BERKELEY\* \*\*\*OPEN SUNDAY\*\*\*

200 STONEWALL RD, Magnificent Mediterranean! Never before offered for sale! 5/4.5. Views! Templeton Co, Ruth Frassetto 652-2133 X147 2-4	\$1,095,000
226 HILLCREST RD, OPEN SUNDAY 2-4. 5bd/3 1/2 ba. \$985,000	
OPPORTUNITY KNOCKS BUT ONCE! RARE CUSTOM BUILT IN THE HEART OF CLAREMONT. EMBELLISHMENTS INCLUDE: COLUMNS, ARCHES, MINARETS, & COPPER DOMES. BEAUTIFULLY APPOINTED! DESIGN BY ACE ARCHITECTS. INVESTCO 834-9033	

20 PERTH PLACE, 4bdm/4baths \$997,000	
Coldwell Banker, Sally Hendrickson 486-1495 2-4	

122 VICENTE RD, NEW LISTING! Berk/Claremont Hills Medit. \$799,000	
Pano vws of SF & GG. 3/2 w/in-law. Featured in Sunset Magazine! Red Oak Realty 527-3387 X116	

205 BUENA VISTA, Berkeley Hills. Bernard Maybeck "Alken House". \$795,000	
GG w/ Decks. Separate studio. Bomb shelter. 2-car garage. Almost 1/3 acre. LaSalle Properties, Victor Fierro 339-8900 2-4:30	

1701 SPRUCE ST, Stately Med w/beautiful architecture & original details. Lg formal rms. Aupair w/sep entry. Bay vws. GRUBB Co, Ed Kuo 339-0400	\$795,000
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128 VICENTE RD, Claremont. Dramatic, custom 3bd/3 1/2 ba. SF vw. Separate aupair. Montclair Better Homes Realty 339-8400 2-4:30	\$634,000
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1517 LE ROY AVE, Charming Med w/hand hewn & stenciled beams. \$590,000	
Enclosed courtyard entry. 3+1/2 plus studio cottage. Frpl, hwdw floors, nw kit/ba. Korman & Ng 525-4600 X12/845-8326 2-4	

1566 CAMPUS DR, Berk View Terrace. 4/3 1/2. Tahoe in the City! Vws \$549,000	
from 4 mts. Secluded. Rustic. Sauna. Separate guest quarters. Must See! Century 21 Action Realty Services 415-566-9800/Robin Tanner 510-525-2003 1-5	

759 EUCLID AVE, Elegant No.Berk hm on oversized lot! 4/3.5. den, \$525,000	
plus studio. Poss. in-law. Storage. Templeton Co, Susie Schevill 652-2133 X144 2-4	

10 SUMMIT LN, Special 4/2.5 contemp w/many extras! Bay vws. \$415,000	
Private gardens & patios. Templeton Co, Leslie Avant 652-2133 X122 2-4	

401 ALVARADO RD, 3bd/2ba contemporary with panoramic views. \$375,000	
Family room. Large yard. Pacific Union, Tom Anthony 339-6460	

1812 B 6TH ST, LIVE/WORK LOFTS! Just Gorgeous! Must See! \$369,000	
Incredible architecture. Skylites, granite & limestone, hwdws, private gardens. Red Oak Realty, Feri 527-3387 X116 2-4	

1812 A 6TH ST, LIVE/WORK LOFTS! Incredible architecture! \$349,000	
Skylites, granite & limestone, hwdws, private gardens. Gorgeous! MUST SEE! Red Oak Realty, Feri 527-3387 X116 2-4	

2058 SHASTA, 2bd/2ba \$349,000	
Coldwell Banker, Kim Marienthal 486-1495 2-4	

1491 OLYMPUS, 3bd/2ba. \$345,000	
Coldwell Banker, Jerry Ratch 486-1495 2-4	

2718 #2 9TH ST, West Berkeley. 1+1.5 LIVE/WORK. Tech 3-story \$335,000	
with location. View. Prudential CA RE 845-0200, Nancy Platford 869-5395 2-4:30	

2727 HEARST AVE, New Listing! Extra lg brown shingle fixer on \$299,000	
Northside in UC. 7/3+. 3600 sf. Red Oak Realty, Billy Karp 527-3387 X185 2-4	

6 VIRGINIA GARDENS, New listing! Beautifully remod 3bd + den on \$299,000	
No.Berk cul-de-sac nr BART/Monterey Mkt stops. Plank hwdw flrs, frpl, new kitchen, French drs to deck. Lg yard. Berkeley Hills RE, Joan Brunswick 524-9888 X12 2-4	

390 ARLINGTON, New listing! Love at 1st sight! 2 1/5 w/FDR, hwdws, \$289,000	
frpl, EIK, basement & more! Red Oak RE 527-3387 X132 2-4	

3215 STANNAGE, Magical 2bdm hm & gardens w/legal br shingle \$249,000	
Wishap/studio in fruitful yd! Hwdws, frpl, FDR w/bt-ins. Desirable Westbrae! Red Oak Realty 527-3387 X107 2-4	

1717 BLAKE, 2 + 2 craftsman w/separate studio space in back. \$199,999	
Tree-lined street. Red Oak Realty 527-3387 X103 2-4	

1060 66TH ST, New Listing! Charming remod 4/2. Upgraded elect/ \$198,000	
plumbing. Huge yd. Used as 2/1 w/2/1 in-law. Red Oak RE 527-3387 X156 2-4	

1141 BLAKE ST, 2 bedrooms. Basement. 2-car garage. \$195,000	
Prudential CA Realty, Rose Marie 527-9800 2-5	

2418 5TH ST A&B, Affordable live/work. Lots of light, rollup door. \$179,000	
Yard, deck, parking. Red Oak Realty 527-3387 2-4	

2732 MABEL, Bright & airy 2/1 bungalow by beautiful park. \$174,000	
Red Oak Realty 527-3387 X113 2-4	

## \*EL CERRITO\* \*\*\*OPEN SUNDAY\*\*\*

1633 JULIAN DR, SWEEPING VIEWS! 4/3.5 gracious contemp on 1/4 \$499,000	
acre on cul-de-sac. Home office, family room, 2nd kitchen. Don't Miss! Templeton Company, Ron Egnerman 652-2133 X127 2-4:30	

1140 KING DRIVE, Completely redone 3bdm/3bath home. \$399,000	
Prudential CA Realty, Sam 527-9800 2-5	

1101 SHEVLIN DR, 3bd/2ba view home. Owner will carry 10% 2nd \$279,500	
or lease option. Arista Realty 527-1770 2-5	

1635 NAVELLIER, 2 story 3bd/2ba. Sunfilled & spacious w/bay vws! \$275,000	
Exc. cond. Grt location! Prudential CA 524-2526, Yvette Marchand 898-9443 2-4	

987 CONTRA COSTA DR, Bay vws & terraced yd highlight this bright \$265,000	
3bd/3ba contemp. Hdwd floors, 2 frpls, kit w/skylite, Roman tub in mstr suite. Large lot. Marvin Gardens Real Estate 527-9111, Herman Sun 466-5842 2-4	

6633 CUTTING BLVD, 1st OPEN! 2bd/1ba. Great remodel, \$264,900	
Berkeley style. LaSalle Properties, Nick Lavrov 339-8900 2-5	

## \*HAYWARD\* \*\*\*OPEN SUNDAY\*\*\*

27742 FALLEN LEAF CT, Hayward Hills/great value! 4bdm/2.5 bath \$319,950	
Prudential CA Realty, Craig Shane 339-9290 2-4:30	

26367 STANWOOD, Shafter Park. Great New Listing! 3bdm/1bath. \$182,000	
Updated kitchen. Prudential CA Realty, Cindy Boze 845-0211	

## \*KENSINGTON\* \*\*\*OPEN SUNDAY\*\*\*

264 AMHERST, 3bd/2ba \$435,000	
Coldwell Banker, Karen Brand 486-1495 2-4	

185 PURDUE, 3bd/2.5ba. Live alone together! Special quasi-duplex. \$368,500	
2 kit/2LR/3frpl/view! Prudential CA 526-5143, Yvette Marchand 898-9443 2-4	

12 EDWIN, 3bd/2ba. Fantastic panoramic view. Hdwd, private court- \$359,000	
yard, 2-car garage. Deep lot. Prudential CA 524-2526, Luisa Castillo 644-5200 2-4	

377 COVENTRY RD, Vintage '20's beautifully remod bungalow. Prime \$349,000	
neighborhood. 3bd/2ba. FDR, family rm, deck, yd. Stasky & Co, 525-8800 2-5	

## \*PIEDMONT\* \*\*\*OPEN SUNDAY 2-4:30\*\*\*

26 LITTLEWOOD DR, 5bd/3.5 ba. 4266 sq. ft. Peaceful cul-de-sac. \$895,000	
Great for entertaining! Prudential CA, Aleso Gourhan 428-0900	

132 HAZEL LANE, 4bd/3.5bath. Fabulous location. Great family hm. \$739,000	
Prudential CA Realty 428-0900, Claire Cunningham 644-5434	

314 WILDWOOD AVE, FIRST OPEN! Spanish Mission Revival restored \$729,000	
to perfection! 4/3 plus den. EIK. Montclair Better Homes, Jennie Lippincott 655-7137	

122 DUDLEY AVE, Price Reduced! 3bd/3ba dramatic contemp w/ \$699,000	
vaulted ceilings, family rm, mstr suite. Pacific Union, Roselle Woods 339-6460	

173 ST JAMES, Lg LR, DR & nice family rm. EIK, loft/office space. \$647,000	
3+bd/3.5ba. Wooded canyon vws. Wells & Bennett, Jini Kelley 531-7000 X247	

320 WILDWOOD AVE, European elegance abounds in this unique hm. \$639,000	
Cozy den, hwdw flrs, lg bdrm w/garden vistas. GRUBB Co, Anlan Tunney 339-0400	

120 SCENIC AVE, Stately Colonial w/bay & lake vws! 3bdm + two \$599,000	
charming dormer plus rms. 2.5 ba. Level out to landscaped back yd patio. Wells & Bennett, Peter & Ellen Nicolopoulos 339-9780	

218 PACIFIC, Penthouse. View of SF & bridges! 2bd + deck. Grt \$595,000	
studio & bath down w/sep entry. Coldwell Banker, Kay Grubb 339-4740 2-5	

374 WILDWOOD AVE, Secluded & private. 3/2.5. Bay & canyon vws \$579,000	
from all rms & decks. Pvt bridge over creek. GRUBB Co, Jean Simmons 339-0400	

## \*PLEASANT HILL\* \*\*\*OPEN SUNDAY\*\*\*

481 BOYD RD, 3-5 bdrms, 2.5 baths Farmhouse. Old, huge, and \$439,000	
completely refurbished. Country kitchen. Full basement. RV parking. Large lot! By Owner 925-944-9477 1-5	

## \*RICHMOND\* \*\*\*OPEN SUNDAY\*\*\*

5610 HUNTINGTON, R. Annex. 2bd/1ba beautiful "Berkeley" style \$219,000	
craftsman style raised bungalow. Nw kit. Side veranda. Red Oak 527-3387 X113 2-4	

1520 ELM, (off Arlington) R. View. 2bd/1ba. New listing! Quiet st \$148,500	
nr Wildcat Canyon. Lovely yd. FIRST OPEN! Red Oak 527-3387 X132 2-4	

## \*SAN FRANCISCO\* \*\*\*OPEN SUNDAY\*\*\*

601
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Discover Oakland's changing skyline, landmarks, churches and high-rises on one of the **Free Guided Walking Tours** sponsored by the City's Community and Economic Development Agency. On Sat., Aug. 29 at 10

The Alameda County Waste Management Authority offers free home composting workshops at the Oakland Garden, Lakeside Park, 666 Bellevue Ave. (Off Grand Ave.), Oakland. The **Basic Composting Workshop** is scheduled for Sat., Aug. 29, from 10 a.m. to noon. This hands-on class teaches participants how to compost their yard and kitchen waste. Learn to transform trash into free, nutritious fertilizer. Whether you want to learn a simple way to reduce garbage or want to become a compost expert.

The San Francisco Design Center hosts its **Saturday Open House**, Sat. Sept. 12 from 10 a.m. to 4 p.m. Located at Two and 101 Henry Adams streets near 8th and Townsend streets in San Francisco, the center will offer both consumers and design professionals this special opportunity to view 100 showrooms that feature the latest in home furnishings and accessories. This event brings the world of fine home furnishings and acclaimed designers to today's busy consumer.

The Oakland Association of Realtors (OAR) invites you to move into the 21st century at its Tech Fair, Fri., Sept. 18 from noon to 4 p.m. at the association headquarters, 1528 Webster St. in Oakland. Preview a GTE multiple listing service system at the fair and be one of the first to catch a glimpse of OAR's new Web site. Call OAR at 836-3000 for more information.

Willie Foster of Prudential  
California Realty and Nichole

Donn of USFinancial Mortgage Corp. have teamed up with a local title company to present a free **Home Sellers' Seminar and Workshop** from 6 to 8 p.m., Fri., Sept. 4 at 3575 San Pablo Dam Road in El Sobrante. The market is hot and many prospective buyers are looking for homes. If you are considering selling, now is the time to learn the particulars. Seating is limited, and reservations are required. RSVP at 286-7644. Leave your name, phone number and mailing address.

Marsna Quick of Red Oak Realty and Karen Ward of CMG Mortgage present the free workshop **Woman to Woman: Finding the Keys to Buying Your Own Home**, 10 a.m. to 1 p.m., Sat., Sept. 19 in El Cerrito. Rub shoulders with other women who want to buy a home. Learn about investigating your best neighborhoods, setting priorities, teaming with industry professionals and get an overview of the process. Become an educated consumer regarding loan/income qualifications and documentation, loan and interest rate choices and advertising. Learn strategies to

minimize closing costs. Educational materials included. Reservations are required. Call 718-2134


Oakland's One-Stop Capital Shop (OSCS), 51917th St. in Oakland, provides a series of **Free and Low-Cost Small-Business Developmental Workshops** available to the public on an ongoing basis. Classes include **Starting and Managing Your Own Business**, the **One-Page Business Plan**, **Goal Setting**, **Credit CPR**, **Legal Aspects of Small Business**, **Marketing and Advertising** and **Understanding Business Statements**. Call 273-6000 to reserve space or to receive information about these and other seminars.

Russell Doi of the Network hosts free First Homebuyer Seminars on an ongoing basis. Learn all the many first-time homebuyer programs available today and just how much home you can afford to buy. Receive a free report that will help you prove the biggest investment you can make. Call 526-6554.


For inclusion in *East Bay*, send information to Dennis R. *Real Estate* Editor, *Hill Country* papers, 5707 Redwood Rd., land, 94619. Phone: 339-4066. Fax: 339-4066. Inform be received one week prior publication.

**2200 UNION STREET  
SAN FRANCISCO**


We would like to express our ongoing appreciation to our East Bay clients and the real estate community for their buyer and seller referrals to our San Francisco office.




Our lovely Victorian office building is located in the heart of Cow Hollow – near Pacific Heights and the Marina District. We look forward to hearing from you!



**Jim Hedges**  
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*Jim has been serving the  
East Bay & SF for 15 years*

**Prudential California Realty**  
 **Prudential**  
**Real Estate**  
*(formerly Mason)*



**NEW PIEDMONT LISTING**  
**OPEN SUNDAY, Aug. 30 • 2:00-4:30 PM**



**211 Palm Drive**

Traditional charm abounds in this darling home within easy walking distance of elementary, middle and high schools. A wonderful chef's kitchen leads to a deck and delightful garden with pergola. Other features include formal living and dining rooms, 3 bedrooms, 1 1/2 baths, library and tremendous storage

**Offered at \$499,000**



**Sandi Klemmer  
Dick Cohen**  
**Bus: (510) 339-6460  
ext. 314 or 308**

**PACIFIC UNION**



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Licensed Mortgage Broker. California Department of Real Estate

**OPEN SUNDAY 2-4:30**



*320 Wildwood Avenue, Piedmont*

This stylish Mediterranean offers the warmth, appeal of style and great location that you are looking for. Features include wonderful light filled formal rooms, eat-in kitchen with garden views, three bedrooms and den. This well located home will not last!

**Offered at \$639,000**

**Anian Pettit Tunney, CRS**  
(510) 339-0400 or (510) 653-7115

**THE GUILD**  
REAL ESTATE

Information deemed reliable but not guaranteed



# Prudential Real Estate

*the sign  
of the times*

◆ Indicates Homes Being Held Open Sunday

**OAKLAND / PIEDMONT**

**PEACEFUL CONTEMPORARY** .....\$459,000  
5BD/4BA, pool & cabana! 3 bdrms on main level, 2 down, space! 2-car garage, great!  
Judith Glass/Sheila Sabine 428-0900

**SUNSHINE HOUSE OF ROCKRIDGE** .....\$369,000  
Pristine arts & crafts 2-story bungalow with 2,200 sq. ft., 3+BD/2+BA and 3 sunrooms.  
Barbara Reynolds 845-0200

◆ **NEW IN CROCKER HIGHLANDS** .....\$345,000  
Just Listed! Sweet & spacious 2+BD/1BA, remodeled kit, formal dining. Open Sun. 2-5. 1407 Treble Glen.  
Dolores Thom 763-1710, 834-2010

**SUPER HOME & VALUE!** .....\$344,000  
Large rear yard & spacious rooms define this 3BD/2BA rancher. Close to everything - must see.  
Cheryl St. Clair 845-0211

**ADAMS POINT RETREAT** .....\$254,000  
Stunning craftsman, 3BD/2BA, hardwood floors, gourmet kitchen, family room, over 1,800 sq. ft., lg lot, fruit trees, seller motivated.  
Rhonda Drakeford 273-9247

**SUNNY LIVE/WORK UNIT** .....\$225,000  
Neighborhood/industrial area. Gated area has parking, community greenspace - 3 levels - must see!  
Vanessa/Jacqueline 524-2526

**ADAMS POINT CHARMER** .....\$217,000  
Large 2BD/1BA comfortable family home. Large LR w/ frpl, formal dining, large eat-in kit w/ tile counter, 1-car gar w/ bsmt, seller motivated.  
Rhonda Drakeford 273-9247



**CHRISTMAS TREE LANE** • \$210,000  
Spacious 4BD home has formal DR nook, hdwd flrs, 2+ rooms, 2-car garage. Great neighborhood.  
Sandi Porter 869-2766

**PRICE REDUCTION!** .....\$200,000  
Light & bright 4BD. Boasts a spacious master BD w/ 10 windows: Formal dining room and an indoor spa.  
Sandi Porter 869-2766

**SPECTACULAR LAKE VIEW** .....\$197,500  
Enjoy view from top floor co-op. Luxury building. Huge bright rooms. 2BD/2BA, 24 hour door-man, parking.  
Caroline Slotemaker-De Bruine 845-0200

**PERFECT STARTER** .....\$189,900  
Bright and cozy 3BD/2BA with remod kit and bath, frpl, skylights, large backyd. Ted Muniz 845-0200

**DIAMOND DISTRICT CHARMER** .....\$185,000  
Great bungalow. 2BD/1BA, new kit, new BA, new int and ext. paint. New roof, new carpet, move-in cond. Rhonda Drakeford 273-9247

**CONDO NEAR PIEDMONT** .....\$169,000  
Walking distance to shops, theaters & restaurants. 2BD/2BA third flr, across from Longs.  
Fatima Ali 845-0211

**CONDO NEAR LAKE SHORE** .....\$76,000  
Move right in to this grt 1BD/1BA condo. Sliding glass drs to cityd, tile BA, pkg. Rita Harrington 898-9412 428-0503

**SAN LEANDRO**

**UNPACK & ENJOY** .....\$215,000  
Beautiful and well maintained! 3BD/1.5BA, 3 redwood decks, 3 levels plus a treehouse!  
Monique Stean 845-0200

**BERKELEY/ALBANY**

**BUY A WAREHOUSE!** .....\$6,000,000  
Moving and storage business plus expansive west Berkeley real estate. Details upon request.  
Candice 528-9284  
Warwick 649-7394, 845-0200

**4TH ST. WAREHOUSE** .....\$3,350,000  
Spacious warehouse in the heart of West Berkeley. Details upon request.  
Candice 528-9284  
Warwick 649-7394, 845-0200

**CLAREMONT MEDITERRANEAN** .....\$699,000  
Beautiful home on great st. Close to shops & trans. 1st time on market in 30 years. 4+BD/3+BA.  
Judith Glass/Sheila Sabine 428-0900

**SWEET DUPLEX** .....\$255,000  
Well located near UC campus. Own for the price of renting with low down payment.  
Tim Cannon 849-3711, 528-3331

**INVESTMENT!** .....\$174,500  
Triplex - 1BD each. Well maintained, comfortable; carport Centrally located.  
Francine Di Palma 526-7055, 849-3711

**GREAT BUNGALOW** .....\$138,000  
Best priced home in the area near BART. 2BD/1BA needs little TLC.  
Edwina Taylor 869-2329, 845-0200

**CONVENIENT LOCATION CONDO** .....\$112,500  
Across from Gourmet Ghetto in Berkeley sits this studio condo. Great price for Berkeley. 758-5637

**WEST COUNTY**

◆ **HUNNY STOP THE CAR!** .....\$399,000  
Completely remodeled 3BD/3BA home w/ over 1,700 sq. ft. Located on over 1/4 acre. Open Sun. 2-5.  
Sam Reindler 527-9800

**GREAT BAY VIEWS** .....\$300,000  
Immaculate sweet 3BD home has remodeled kitchen, large lot, holly floors, 2 stories, fabulous bay views.  
Josephine Wong 527-9800

**UNIQUE CUSTOM BEAUTY** .....\$269,000  
El Sobrante private country 2,600 sq. ft. with unlay, wood floors, bonus. Exceptional, quiet & sunny sunroom.  
Kathleen 758-5637



**BAY VIEW FROM THE CONDO** .....\$239,000  
Light and airy 2BD, 1.5BA home on top of the hill. Den, lot - 1/4 sq. ft., Kensington school.  
Nancy Taussig 845-0200

**PIEDMONT PINES LOT** .....\$399,000  
Great upslope lot, with Bay and bridge views. Located among lovely newly-built custom homes.  
Henriette Green 527-9800

ALAMEDA (510) 337-8670    ALBANY (510) 524-2526    BERKELEY (510) 845-0200    BERKELEY NORTH (510) 849-3711    CLAREMONT (510) 845-0211

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## Infiniti Q45t combines beauty with elegance

### KEANE ON WHEELS

Tom Keane

Nine years ago, Infiniti's new flagship dazzled me with its elegance and performance. The improved 1998 Q45t still remains one of the world's great luxury sedans. This beauty has a distinctive horizontal beltline that flows down the door panels and through the rear fender giving the luxury sedan a smooth, stately styling. It also has an attractive grille that blends with the jewel-like halogen headlamps. Standing on 16-inch aluminum alloy wheels, the car glides that it is meant to be driven hard.

The powerplant under the hood verifies that impression. The Q45t has a 4.1-liter V8 engine that produces 266 horsepower, which moves its 3,890 pound body with ease. It's told that it will do zero to 60 mph in under 8 seconds and has a top speed of 144 mph.

This car has unibody construction and both the front

and rear suspensions use a full-floating subframe at four points to reduce vibration. The car is built to allow the driver to utilize the Q45t in a manner similar to a sports car as it has very little body roll during cornering. The suspension also provides the tires with better road adhesion.

This five-passenger sedan has a traction control system plus a viscous limited-slip differential which improves the all-condition driving.

The system automatically engages should the front or rear tires begin to slip, improving the handling and control in most road conditions.

The car has most of the latest equipment in the area of safety and security:

- anti-lock brakes,
- side-impact-protection door beams,
- dual airbags,
- front-seat side airbags,
- seatbelt pre-tensioners,
- child seat anchors,
- front and rear crumple zones with energy-absorbing steering column and knee bolsters.



Infiniti's 1998 Q45t's 4.1-liter V8 engine produces 266 horsepower, which moves its 3,890 pound body with ease. This elegant beauty will move from zero to 60 mph in under 8 seconds and has a top speed of 144 mph.

Yet, in spite of all the safety and sporty equipment, the interior belies that image. Inside the car, an observer sees and feels luxurious appointments with the supple leather seats, and the perforated wrapped steering wheel and transmission lever.

Appointments are simply stated with the all the instruments perfectly located and

touched off with a strip of wood grain that accents their elegance.

The driver's seat has 10-way power controls plus lumbar support that allows it to be moved in multiple directions. If that isn't sufficient to allow the driver to find precise comfort, the telescopic steering column can also be tilted to numerous positions.

And in cold weather, the front seats can be heated.

Some of the amenities include an air conditioner with a micro-filter system that uses an automatic temperature control system.

The Q45t also has the one-touch down system on the driver's window, and power door locks with a remote entry system. The center console has two com-

partments. In the lower compartment, I spotted a compact disc. I popped the CD into the Bose audio system, which produced amazing sounds.

About the only negative with the Q45t is the size of the trunk. It's not small, but the capacity is not in keeping with other cars of this size.

See INFINITI on page 2

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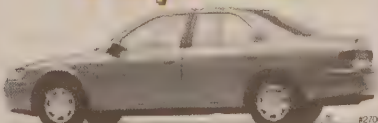
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### '98 CAMRY CE

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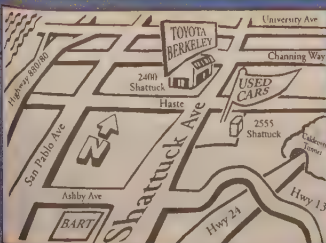


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## Taking a look around the industry

### SPARE PARTS

**HONDA CR-V:** At less than \$20,000, the 1998 CR-V comes fully equipped with dual airbags, air conditioning, AM/FM stereo with clock, power doors, windows and mirrors, cruise control, rear window wiper/washer, rear splash guards and a 50/50 split fold-down seatback. The Real-Time 4WD on the CR-V is fully automatic. Under normal conditions, it operates in front-wheel drive, however on slippery road surfaces, Real Time 4WD distributes power to both front and rear wheels.

**SHARE THE ROAD:** Each year, an estimated 72 million bicyclists enjoy bikes for recreation, sports and transportation. Unfortunately, about 800 people are killed annually in bike-related accidents. The National Safety Council urges bicyclists to wear a bike helmet, which can reduce the risk of head injury by 85 percent. Motorists may have the right of way, but are advised to allow cyclists to proceed.

**TIPS FOR TRIPS:** The reservations are made and the luggage is packed. What stands between you and a week of sun and fun? Car trouble. Snap-on Tools Company says do the following: inspect belts and hoses, change the oil, check fluid levels, check tire tread, adjust air pressure, replace windshield wipers, bring a cell phone and rest up.

**HONDA PRELUDE:** The sporty coupe Prelude houses several Honda innovations, including an Active Torque Transfer System on the Prelude Type SH. ATTS is a breakthrough in vehicle handling that adjusts power to

the front-drive wheels during turns to provide near neutral road handling characteristics while cornering, which greatly reduces understeer. Prelude is available with a four-speed automatic transmission with Sequential SportShift. This allows the driver the option of shifting manually up or down between gears, similar to the transmission on Formula One and other race cars.

**UNIROYAL NAILGUARD:** Nearly every driver has experienced a flat tire. Uniroyal Tire now offers Tiger Paw Nailguard, a self-sealing passenger tire that can withstand most tread punctures, almost eliminating flats. The patented rubber compound immediately and permanently seals about 90 percent of tread punctures up to 3/16 inch.

**PRE-OWNED VEHICLES:** IntelliChoice, the company that analyzes the real cost of auto ownership, recently studied data from 2,500 1995 to 1997 cars, trucks and sport utility vehicles. The study revealed 1995 to 1997 used cars cost an average of 9.5 percent less to own and operate than new cars.

**NISSAN ALTIMA:** To meet the needs of today's commuters, Nissan's design team set out to make the Altima's interior ergonomically correct, efficient as well as pleasing to the eye.

New instrument panel and console compartments were added to stow frequently needed items, such as coins, CDs, cassettes, tissues, and business cards. The design visually connects the exterior styling to the interior, and through use of rich colors and elegant textures, helps establish Altima as the affordable luxury midsize sedan.

## Post-strike GM to move 1998s with steep rebates

### DOWN THE ROAD

By Michelle Krebs

A giant hauler loaded with General Motors-built cars and trucks rounds a mountain bend as a tune "More Than You Know" plays in a new television ad campaign.

This little ditty lets car and truck shoppers know that the automaker is back in business after a crippling 54-day strike staged by the United Auto Workers union at two parts plants. The strike action earlier this summer shut down nearly all of GM's North American operations.

The ad campaign tells consumers GM is not only back in business, but with more cars and trucks and more deals than anyone.

Indeed, GM-made cars and trucks began arriving on dealer lots almost immediately after the strike was settled and will arrive in increasing numbers throughout August and September. Inventories of vehicles on dealer lots, which dwindled dramatically, should return to normal by September.

The largest dealers across the country will receive vehicles first. The earliest deliveries will go to the East and West coast markets, which represent the highest sales volume.

Shortages remain most severe in the Midwest, home to the majority of GM workers who had been snapping up GM vehicles using attractive employee incentives offered before the strike.

Virtually all of the cars and trucks GM will produce through September — up to 300,000 of them — will be 1998 models in order to use up the inventory of parts designed for those vehicles.

Typically, domestic automakers switch over to the new models by July. That means 1999 models (which generally have only minor changes from the previous model year), won't arrive in dealer showrooms until October.

The exceptions are the 1999 models that were gearing up before the strike. Those include the new Chevrolet Silverado and GMC Sierra full-size pickup trucks, plus the new Pontiac Grand Am and Oldsmobile Alero.

To move the 1998 metal against the competition's 1999 products, GM has extended many incentives in place before the strike, sweetened some deals and added new ones. For instance, beginning Aug. 1 and running through Sept. 30, GM is offering 0.9 percent financing up to 36 months on several small, midsize, large luxury cars (excluding Cadillac), small pickup trucks, compact sport utilities and minivans.

Financing of 3.9 percent to 5.9 percent for 60 months also is available. New \$750 cash rebates have been applied to GM's most popular car lines:

- the Buick Regal and Century,
  - the Chevrolet Malibu and Lumina,
  - the Oldsmobile Cutlass and Intrigue
  - the Pontiac Grand Prix.
- The Chevrolet Metro and Cavalier, as well as the Pontiac Sunfire, also have a \$750 cash rebate; a \$1,000 rebate is offered on the Chevrolet Prizm.

Some vehicles have larger incentives than before; increased cash rebates include:

- \$2,500 on the Buick Riviera, up from \$2,000;
- \$2,000 on the Buick Park Avenue and Oldsmobile Eighty Eight, up from \$1,500;
- \$3,000 on the Oldsmobile Aurora, up from \$2,000;
- \$2,250 on the Bonneville SSE, up from \$1,000;
- \$1,750 on the Bonneville SE, up from \$1,250;
- \$1,500 on the Buick LeSabre, up from \$1,000.

The Chevrolet Camaro carries a \$1,500 rebate; the Pontiac Firebird, \$1,000.

On the truck side, all GM small pickups are offering a \$1,500 cash rebate. Other incentives include:

- \$1,500 on the Chevrolet Blazer and GMC Jimmy, up from \$1,000;

Typically, domestic automakers switch over to the new models by July. That means 1999 models won't begin arriving in dealer showrooms until October.

- \$2,000 on the Chevrolet Astro and GMC Safari, up from \$1,500;
- \$1,500 on the full-size Chevrolet Express and GMC Savana.

The two-door Chevrolet Tahoe and GMC Yukon, which are being discontinued, have a \$1,000 rebate.

The current ad campaign runs for a couple of weeks, at which time GM officials will evaluate how well the 1998 cars and trucks are moving onto and off of dealer lots. Consumers can expect the same level of quality in GM

cars and trucks as before the strike, say experts.

Bob Schnorbus, director of macroeconomic analysis for J. D. Power and Associates, the Agoura Hills, Calif., market research firm, expects no major quality problems other than routine hiccups that with the restart of production that has been idled.

"Fundamentally, there shouldn't be that big a difference in product quality between the strike versus pre-strike," Schnorbus said.

## Infiniti

Continued from page one

The Q45t comes as a complete package. You plunk down about \$50,000 and drive it away. The only decision a buyer has is in selecting one of the seven exterior colors and three leather-appointed interior

colors. The Infiniti people are quick to point out that the drive-away price includes one of the best warranties in the industry plus four years of a 24-hour roadside assistance program.

Since its introduction in 1989, the changes to the Q45 have been subtle. It's that improving on perfection is difficult.

## 1998 Infiniti Q45 specifications

**VEHICLE TYPE:** five-passenger, four-door luxury sedan;  
**BASE PRICE:** \$49,900 (as tested: \$50,395);  
**ENGINE TYPE:** V8;  
**DOHC 32-valve w/ SMPFI;**  
**DISPLACEMENT:** 4.1 liters;  
**HORSEPOWER (net):** 266 at 5600 rpm;  
**TORQUE (lb-ft):** 278 at 4000 rpm;  
**TRANSMISSION:** four-speed automatic;  
**WHEELBASE:** 111 inches, 2,819 millimeters;  
**TREAD (front/rear):** 61 inches/61 inches, 1,549 millimeters / 1,549 millimeters;

**OVERALL LENGTH:** 191 inches, 5,003 millimeters;  
**OVERALL WIDTH:** 72 inches, 1,828 millimeters;  
**HEIGHT:** 57 inches, 1,448 millimeters;  
**TURNING CIRCLE (curb-to-curb):** 36 feet, 10.9 meters;  
**CURB WEIGHT:** 3,890 pounds, 1,764 kilograms;  
**FUEL CAPACITY:** 21 gallons, 79 liters;  
**EPA MILEAGE RATING:** 18 city, 23 highway;  
**ASSEMBLY PLANT:** Tochigi, Japan;  
**STRONG FEATURES:** Power and performance;  
**WEAK FEATURE:** Storage compartment;

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The Montclair, Berkeley Voice, El Cerrito Journal  
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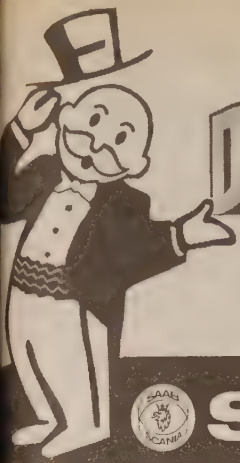
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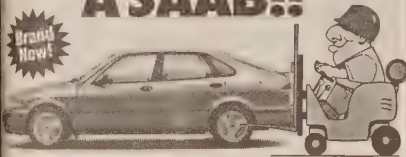

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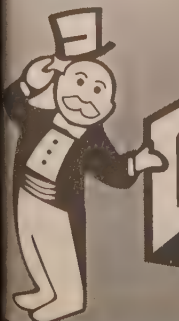
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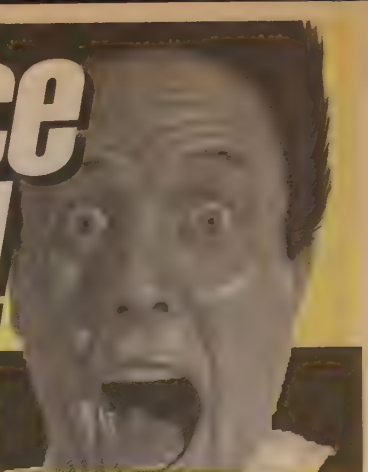


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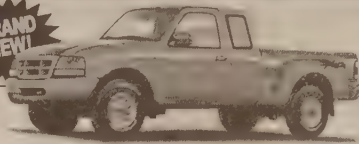
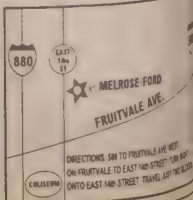
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# Striking blue beauty, Crown Victoria a real labor of love

## CLASSIC CLASSICS

By Vern Parker

In 1956, Ford built 9,209 Crown Victorias, those special Fairlane models with the wide strip of stainless steel running up and over the top of the car. When new, the 3,289-pound Ford carried a base price of \$2,337, which put it out of the reach of most teenagers.

Charlie Coats had just acquired his driver's license when the 1956 Fords arrived at the local dealership. All the teen-ager could do was admire the Crown Victoria models from afar. However, the youth never quit admiring the 1956 Crown Victoria. Ironically, he even married a woman named Victoria.

At the beginning of 1993, Coats began searching for a restorable and affordable 1956 Ford Crown Victoria. He chased down several leads, but found the cars were either already restored

to perfection and too expensive, or were too far gone to consider for restoration.

The summer of 1993 almost passed when Coats saw an ad for a 1956 Crown Victoria. He telephoned the owner who "made the car sound like I could drive it home that day," he remem-

bered, Coats said. "It didn't even have a front seat. Not wanting to forfeit his deposit, Coats decided to buy the car, but in the back of his mind a voice kept repeating, 'What am I doing?' Even so, he pushed the car onto the trailer. Once he got the car home and had a chance to

During the next three years, the 312-cubic-inch, 215-horsepower engine was rebuilt and the Ford-O-Matic transmission overhauled as well. Coats welded in a new floor and floor braces along with rocker panels. When the car was stripped for painting, he discovered it left the

factory painted green. He opted for an appropriate — and correct — two-tone blue paint scheme that is set off nicely by all the bright work.

Although the car appears to be chrome-laden, Coats explains, "Most of it is stainless steel." The bumpers, door handles, hood ornament and interior roof bar are the primary chrome

items. During the restoration all the glass was replaced with the exception of the rear window. All of the new glass is properly etched with the date code.

The three-spoke, deep-dish steering wheel is color-keyed to the dashboard, which is



Attention to detail is what makes Charlie Coates' 1956 Ford Crown Victoria so outstanding — from the stainless steel rocker panels to the fender skirts with gravel guards to the stylishly correct red-trimmed Thunderbird emblem on the front fender.

bers. Coats didn't want to lose this one so he sent a deposit. A week later, with a borrowed trailer in tow, the new owner went to retrieve his prize. When he got to the address he found the car in a barn.

"The floors were rotted out, the trunk was rotted and the driver's door was

thoroughly inspect it, disappointment set in.

"I bought a piece of junk for about twice what it cost new," lamented Coats. For the next year or so, he searched for parts needed for the restoration. By 1994, the Crown Victoria was dismantled down to the last nut and bolt.

See CLASSIC on page 9

# Little black box monitors driver

## AFTERMARKET REVIEWS

By Alex Law

Unnecessary wear and tear can force you to pay more money to operate your vehicle, and perhaps more importantly, shorten the life of your car or truck, forcing you to replace it sooner.

Among the things that create these extra costs, little compares with the effects of excessive hard cornering and start-stop accelerations.

### Find the pusher

If you're worried about the possibility that you, or someone else who drives your vehicle, might be pushing it too hard in those situations, OnGuard Technologies may have just the application you need to find out the truth.

CarMon is a black box designed to sit in your car and measure 800 acceleration, braking, and cornering events by charting motion changes, and dating and time-tagging them.

### Profiling drivers

From that, CarMon provides the vehicle owner with a profile of different drivers' driving patterns.

CarMon operates on a nine-volt battery and is

attached by Velcro onto the floor of the vehicle to be monitored. It records the vehicle's history and then displays it on a computer using the software provided. The idea behind CarMon, creator and OnGuard Technologies product designer, Bob Twigg, is to make drivers more accountable for the way they drive.

### Watching teens

Twigg suggests that parents use CarMon to monitor the way their teenager is using their car because he believes that CarMon encourages drivers to think twice before making what otherwise might be "hasty" traffic decisions that may lead to crashes.

### Monitor rage

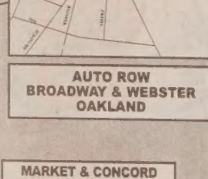
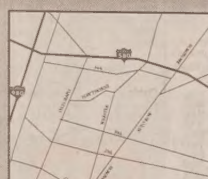
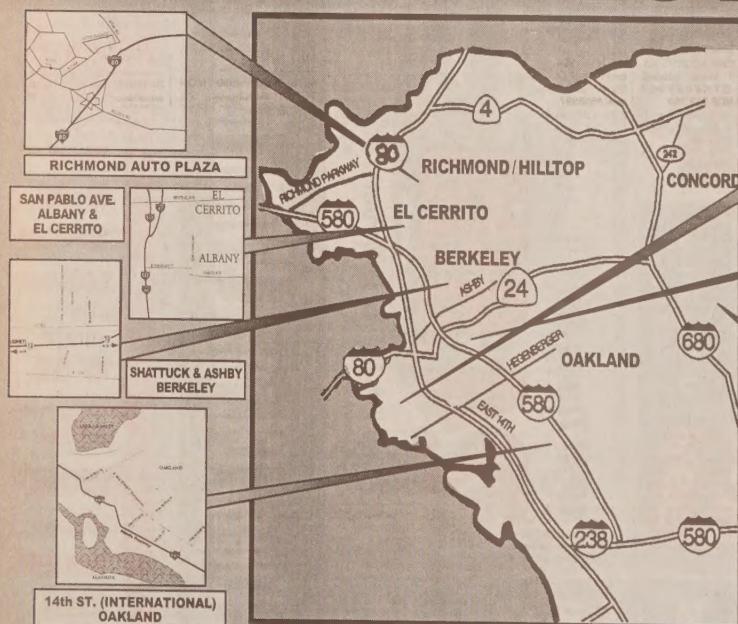
Twigg also advises that in the current climate of road rage, OnGuard could be a proactive way to assist new drivers in being alert and responsible.

"Parents will worry less when their teens are out on the road," says Twigg, "and businesses can monitor the way their cars are being driven."

CarMon retails for \$89.85, and that includes the monitor, a cable for uploading to the computer, and application software.

To learn more, visit OnGuard's Web site at [www.onguardtech.com](http://www.onguardtech.com).

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last of the all-too-familiar Beetle was sold in the United States in 1977; in the following year, after almost 30 years Germany ceased production.

## A bug with history, staying power

A Beetle for \$3,999? That's Volkswagen's little bug that came back in 1977. The price was even lower in 1949, when it first came ashore: \$2,000. Today, the completely redesigned New Beetle is priced at \$15,200, but it can accommodate quite a few more than the 24 students squeezed into its predecessor when Bugfest contests were popular.

Considerably larger, wider, taller and longer than the original, the 1998 model resembles shames many of its charms, not the least of which is a bud vase on the dashboard.

Conceived as a twinkle in Dr. Ferdinand Porsche's eye back in 1935, the first Beetle prototype was designed as a "people's car," an exact translation of the German word, Volkswagen. The Beetle was its sole model.

Three years later, after much testing, the first bug in its final form was built as a sedan, but World War II struck, and the Volkswagen factory was destroyed. After the Allies rebuilt the factory, the British Army was among the first to order 20,000 vehicles.

The first Beetle convertible appeared in 1948, and fewer

than 700 were produced, but over the following decades it became the best-selling convertible in the world. Years later, one of its greatest fans was Paul Newman, who drove his Beetle around his hometown, Westport, Conn. for years.

In the early 1950s, Volkswagen went fancy and added an ashtray, hydraulic brakes, and a door to the Beetle's glove compartment. The split rear window was discarded and the oval one-piece took its place. By the mid 1950s, horsepower was up to all of 36, and "idiot stick" turn indicators still

popular in England, gave way to flashing indicators.

By the end of 1955, the company had replaced the cloth sunroof fabric with one of the greatest inventions of all time: plastic. Five years later, half a million Beetles were scurrying merrily along America's roadways with 40 horsepower.

In 1964, Volkswagen decided that the plastic craze was over, and installed metal, sliding sunroofs. Barely a year later, more innovations were introduced: folding rear seats; to be followed by hazard lights, and another ten horsepower.

Soon, a gaggle of safety improvements were added including head restraints, a collapsible steering column, a day-night rearview mirror, energy absorbing bumpers, a rear window defroster, automatic transmission, a memory switch to shut off the headlights when the ignition key was removed, a lock on the glove compartment door, and a buzzer that sounded when the keys were left in the ignition. Not that this last prevented people from lifting up the little car and carrying it away!

In 1977, the last of the Beetle sedans were sold in the United States and in 1978, Germany ceased production, although Volkswagen factories in Brazil, Mexico and Nigeria continued to build and export the cars. Then at the end of 1985, the Beetle left the European market, and the car maker's future in America was in jeopardy.

"In 1993, Volkswagen was a sad song in North America. We were just about to drop out of the (U.S.) market with only 49,000 Volkswagens and 12,000 Audis sold here," said Volkswagen executive Dr. Jens Newmann, "but since then we have almost tripled our sales. Now, the legend is reborn, the love affair continues, and a dream has at last come true."

The Beetle's unmistakable giant-Tonka-toy design and bright colors are guaranteed to appeal to the young, as did its ancestor. More than 120 million people have owned a Beetle, and over a billion have ridden in one.

The first of the reintroduced Beetles was reserved for a Kingsford, Michigan

woman. She was so taken with the concept Beetle shown at the 1994 Detroit Auto Show that she immediately sent in a check for \$500 as a down payment, just in case the prototype went into production.

"Her original check was framed and displayed for the past four years in my Wolfsburg office," explains Neumann, "to constantly remind me and our team of the tremendous potential this car would have, especially in the North American market."

"The first Beetle design survived for 60 years," said Neumann, "and this new version has no limit, although there may be an update in eight years time."

## Classic

Continued from page 8

Painted the same colors as the exterior. A pair of stainless steel rocker panels lead the eye back to the fender skirts with gravel guards. Aftermarket skirts were available, but Coats sought out an original pair in Texas.

Attention to detail is what makes this Ford so outstanding—things such as the proper "See Clear" washer bag under the hood and the 45-degree angle under the trunk lid where the two colors meet. Even the red-trimmed Thunderbird emblem on the front fender is correct. The car rolls along on correct 7.10x15-inch Firestone

tires and the antenna graces the left rear fender.

There was a time a year or so ago when Coats lost interest in the restoration that he almost sold the car at a loss, just to get rid of it. However, the best offer proved to be more of a loss than he was prepared to tolerate.

Now that his long labor of love is over, he is quite pleased. "I can't believe the response the car gets," he said incredulously.

*If you have an antique car of interest to "Classic Classics" readers, write to Vern Parker detailing its merits. (Please, no inquiries about selling or buying vehicles.) His address: 2221 Abbottsford Road, Vienna, VA 22181*

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